

71%

The Superyacht Life  
Magazine

**immediate**

why Elon Musk has his sights set on all our children's future, raising a glass to pouring a fine wine with your own name on it, genome sequencing comes home

**extended**

cruising up-close to nature on the Sea of Cortez, how BLUE is making an oceanic difference, why it's the right summer to sail into Europe's sunniest capital

**close**

what makes sailing your own superyacht the best family fun to be had, personal shopping gets personal, a Mediterranean dinner *en famille* with a difference



# THE *FAMILY* ISSUE

Issue four



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WELCOME ABOARD

# personal fortune

Welcome aboard our fourth issue of 71% – the biannual magazine for all those who want to cherish the very best things in life. As readers who have sailed with us before will know, this is the magazine for anyone

who's ever wondered what a life lived well in the company of those we love most might be like when lived as part of a superyacht life.

*Family* is our theme this time out, and it's one that resonates both with the stories behind many of those shipyards themselves – as profiled in the pages of this year's *The List*, which starts on p71 – and with a superyacht life in general.

Family is at the heart of what living such a life is all about, whether it be simply having more fun than is fair sailing, swimming and splashing with children, grandchildren, good friends and more on your own superyacht (p36); or arriving by sea in Europe's sunniest, safest, most child-friendly capital to sample what savouring the future with an eye on the past tastes like (p62).

Our human family, meanwhile, is what inspires the extraordinary Elon Musk to place – literally – no limit on his global ambitions (p25); while the wider family of fellow creatures with which we share the seas is the focus of the fine campaigning work of the Blue Marine Foundation (p45).

And don't forget our companion website – at [thesuperyachtlife.com](http://thesuperyachtlife.com) – where lots more information and inspiration can be discovered, including opportunities to subscribe to future issues of the magazine.

Let's get together again soon for issue number five...

the  
Superyacht  
life



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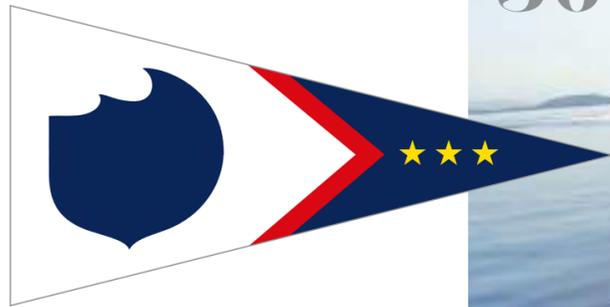
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# onboard

THE  
FAMILY  
ISSUE

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## NEED TO KNOW

**09** Seven select introductions worth making for anyone seeking the best from their superyacht life – from swimming with whale sharks off a stunning Mozambique archipelago, to surfacing for air with world record-breaking freediver William Trubridge, to the family health check like no other, to the cutest personal submarine around, and more...

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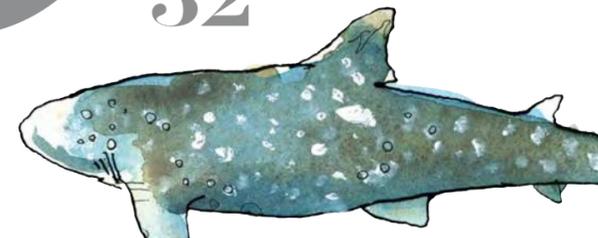
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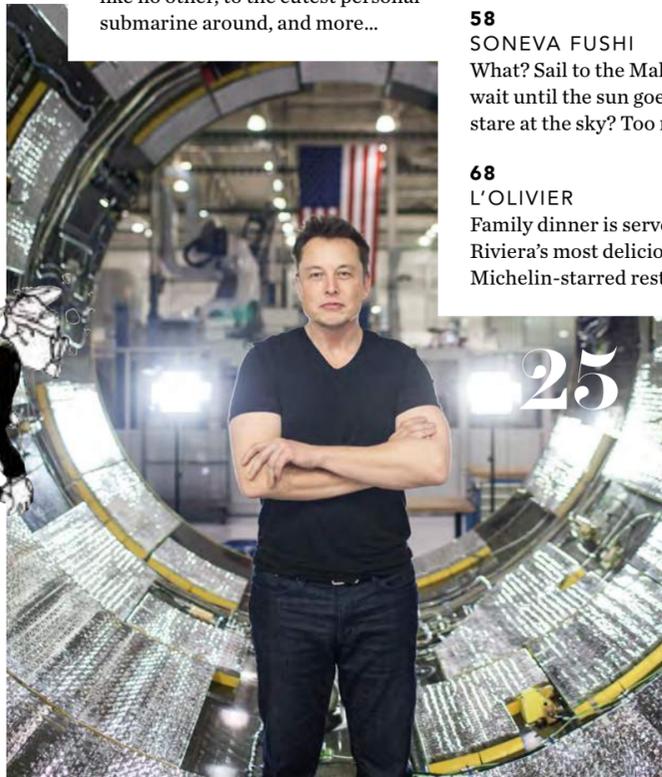
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09

ILLUSTRATIONS: FILIP PERAIC; ALEX HEDWORTH  
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Not a news section,  
nor a front section, more  
a curated *Need to Know*  
collection – here are  
some of the ideas, options,  
faces and places that  
only a superyacht life  
might truly make  
the most of..



THE ESCAPE

# shark infested

Mozambique has one of the longest coastlines in Africa. What's more, much of it is undeveloped – a favourable circumstance that has allowed marine life to prosper in tandem with deserted beaches. One place in particular, the Bazaruto Archipelago – a protected National Park – boasts serene, azure waters pulsing with a variety of fish and crustaceans together with pristine reefs blooming with colour. No surprise, then, that there are a number of world-class dive sites to experience and explore around here.

The archipelago, it should also be noted, is also one of the best places in the world to swim with one of the true monsters of the deep. The whale shark is the largest fish to be found in any ocean,

growing up to 18m in length over the course of a life span that can reach 100 years. But despite its fierce name and intimidating looks, these sharks remain docile creatures, happy to allow divers to swim alongside (although always at a respectful distance, and certainly without touching). Also, because whale sharks feed off krill near the surface of the sea, even snorkellers can enjoy the experience of their awesome presence in the water. From November through to February is the best time to drop anchor here, thanks to warm seas and good visibility.

There are probably few experiences in nature to match a close encounter with one of these magnificent beasts – and certainly no more serene and spectacular a location in which to do it.

WORDS: MARTIN SKEGG PHOTOGRAPH: ROGER DE LA HARPE/GETTY IMAGES

THE SEA MAMMAL

# depth

World champion and world-record holding freediver William Trubridge is a man who dives to unimaginable depths without the aid of any kind of breathing equipment.

“As a kid, I grew up on a boat and learnt to swim at about the same age as I was learning to walk,” he says. “So the sea was both my playground and my classroom.”

The 36-year-old didn't start freediving until his early twenties, but it didn't take him long to make an impact. “I got my first world record in 2007, at Dean's Blue Hole in the Bahamas, without fins. Freediving without any equipment at all has always been my greatest passion.”

In depth freediving, without fins is like sprinting. With fins it's more like riding a bike – you have equipment but you're still self-powered. In a third discipline, free immersion, divers use a fixed rope to help pass down and up.

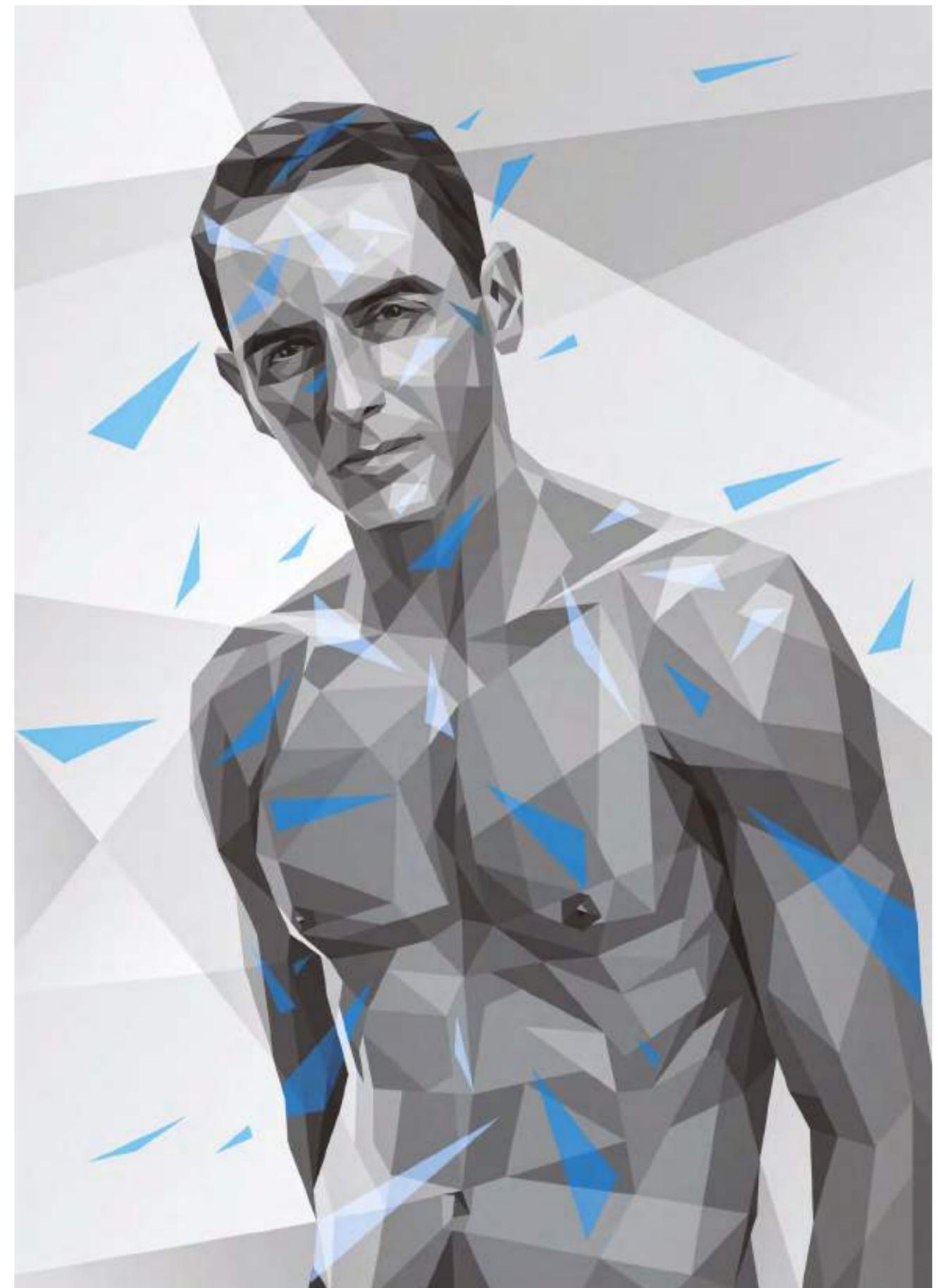
# charge

“In 2010 I became the first person to break the 100-metre mark without fins – a record that still stands,” says Trubridge. “The last world record I set was 124m in free immersion in May this year.”

Trubridge makes his dives at his home base at Dean's Blue Hole and on trips around the world. Training is both physical and, crucially, mental. “You need to be able to stay calm and focused despite the tension of a deep freedive, and to get into a trance-like state so as to operate almost automatically.”

Making the most of being able to calmly hold your breath underwater isn't only something that freedivers can learn. “If you're on a yacht, free diving is something you can do anywhere – you can free dive just on a shallow reef,” says Trubridge.

“If you can acquire the confidence to hold your breath and the ability to swim efficiently, you can enjoy the water so much more and, essentially, become a sea creature yourself.”



WORDS PAUL JOSEPH ILLUSTRATION: FILIP PERAIC



THE SERVICE

# brand name

The luxury market for under-ones is crowded with the often absurd, from diamond-encrusted baby bottles to high-end designer perfumes. But a new service from Swiss branding agency Erfolgswelle stands out for its smart originality.

For a select group of clients (or, rather, for their newborn offspring) Erfolgswelle will do nothing less than create a unique and original first name to ensure that they truly stand apart from their contemporaries.

The company's team of linguists and cultural historians begin by drawing up a long list of pronounceable but non-existent words that harmonise well with the sound and rhythm of the client's family name. They then test the family's choices against the 12 most common languages in the world (spoken by a total of 5.4bn people) to ensure global fit, and fine-tune the list to give the words cultural and etymological resonance. Once parents

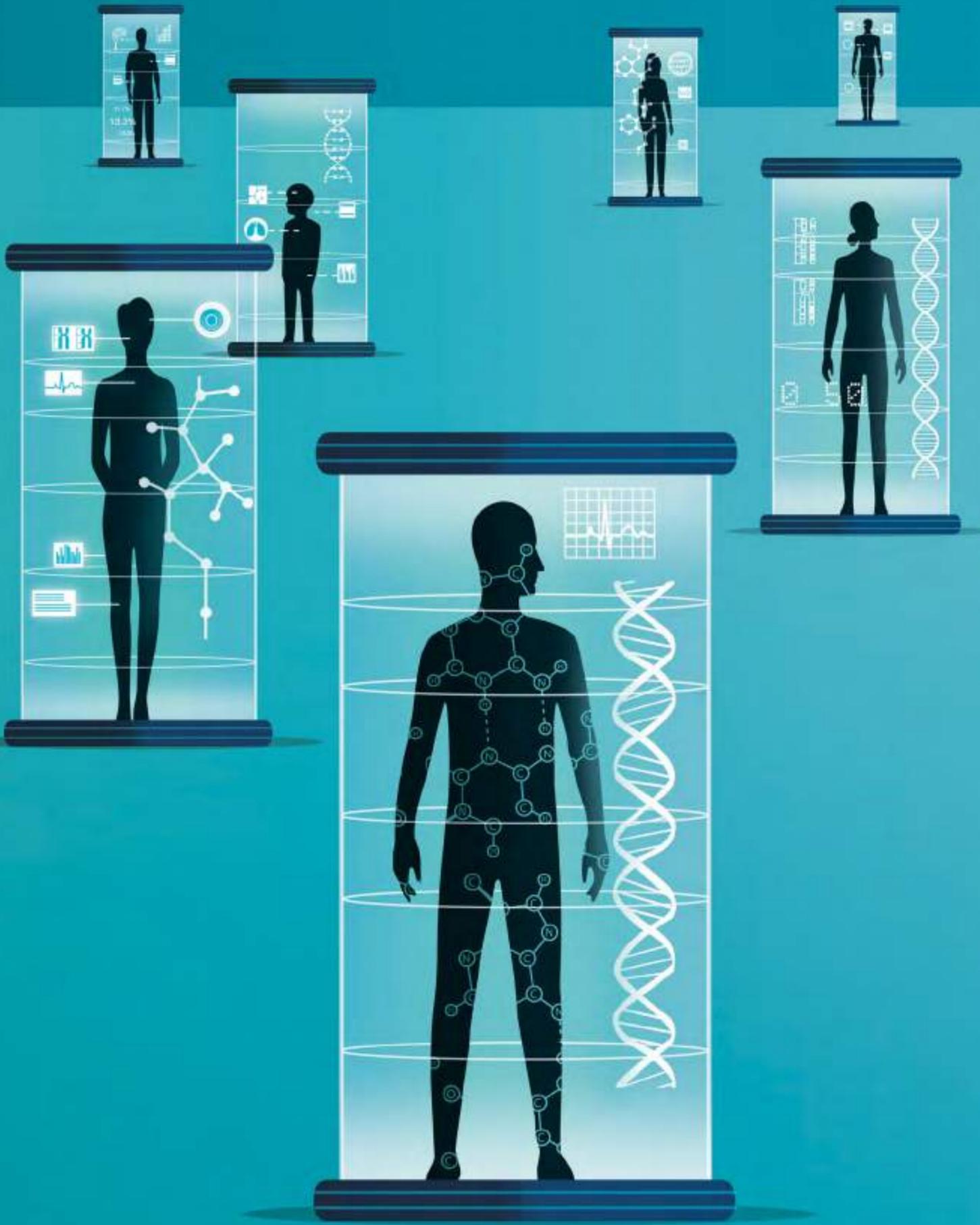
have made a final choice, Erfolgswelle will construct an authentic-sounding 'history' for the selected name, giving it what the company describes as, "a story with a positive message".

All of which might just make a proud parent keen to make the most of their newborn's truly special name, perhaps by having it engraved on something like a Silver Cross limited-edition Aston Martin 2 baby buggy.

The company can also personalise the leather trim on the push-bar – the same leather as used in Aston Martin's very grown-up range of sports cars. The buggy's aluminium-alloy wheels, meanwhile, are based on those developed for the Aston Martin One-77, while the interior is lined with sheepskin and ultra-soft Alcantara suede. For any bumpy rides down to the Corniche in Cannes, the whole unit is cradled on an air-ride suspension.

Version 1 of Silver Cross's Aston Martin buggy was limited to 800. For Mark 2, the company has made just 600 – so you can be sure that your little darling's ride is almost as exclusive as his or her name.

WORDS: DAVID BAKER



WORDS: DAVID BAKER ILLUSTRATION: NICK LOWNDES

THE CHECK-UP

# code read

In 2007, US geneticist J Craig Venter became the first person to map a complete human genome – his own. Every human has a different genome – a series of six million “base pairs” that make up the genes in their DNA – and mapping these promises huge advances in how we prevent and treat disease.

The big problem with most human genome-sequencing services, however, is that they map less than two per cent of a person’s genome, something that limits their utility to certain cardiac, neurological and autoimmune diseases, as well as some cancers. Not surprisingly, many who work in the field question the worth of such limited scans.

But here’s the good news: nine years on from that groundbreaking piece of map-making, Venter today offers his clients a complete genome-sequencing service. This comes combined with an annual full-body health check through a new company,

Health Nucleus, launched by Venter as part of his Human Longevity research centre in San Diego. By comparing the (anonymised) DNA sequences of patients with those already on his database, Venter aims to offer clients a significantly more comprehensive health check than any so far on the market, and, simultaneously, to further advance the world’s knowledge of genomic medicine.

As well as a full genome-sequencing, clients will also undergo a sequencing of their microbiome (the microorganisms that live in the body and that are thought to have a significant effect on a person’s propensity for disease) and a full-body MRI scan, which will assess internal fat levels and look for any abnormalities in the brain that might be early markers of Alzheimer’s disease.

Clients will also be given a series of slightly less exciting and rather more conventional medical tests, including monitoring heart function, protein and electrolyte levels, plus sleep patterns, to give each individual and their doctor probably the fullest picture a human has ever had of their state of health.



THE FASHION

# home delivery

While anyone can walk into a high-street store and rent a personal shopper by the hour, not everyone can gain access to the world's elite tier of personal shoppers – the breed that flies across the world to hand deliver a dress or effortlessly ensures you have a spot on the front row at your favourite designer's show.

These fashion genies are priceless if you are serious about clothes. But choosing one should be done carefully, as this is a person to allow into your home, your life, and your innermost desires.

"Engagement is key," advises Lupe Puerta, global director of VIP client relations at Net-A-Porter. "The close relationships we have with our clients means that our advice is tailored to their needs – whether it's discussing a look that we know she will love or knowing what time of year she travels."

With a dazzling kaleidoscope of luxury brands at her beck and call, Puerta and her team have an enviable black book, itself the cornerstone of any great elite

personal shopper, and something to take into account when choosing who to invite into your wardrobe. You need someone able to deliver results.

"As long as it is legally and morally sound, we can get it," says Kate Shapely, founder of ultra-exclusive London-based members-only service The Organisers, which makes finding the impossible its business. "Sometimes, I think nothing is unusual to me any more."

When you become a top-tier client of a top-tier personal shopper, the exclusive world of fashion opens up, allowing access to runway previews and designers themselves. Net-A-Porter calls this grade of shoppers EIPs (Extremely Important People), and it is a club to which access must be earned rather than bought.

"There's a range of factors determining whether someone is eligible for our EIP programme – but we don't disclose them," says Puerta, whose team will take note of clients' yachting itineraries and can deliver to any serviceable mooring on the planet "Our service remains discreet and confidential."

WORDS: RACHAEL TAYLOR | PHOTOGRAPH: PACKSHOT FACTORY

THE TOY

# SPY glass



Marine engineer Graham Hawkes and his California-based company DeepFlight are at the forefront of a new breed of consumer-friendly submersibles that can be piloted – with a minimum of training – by pretty much anyone.

Hawkes himself was once behind the slightly more archaic controls of a submersible of his own creation for none other than 007, as played by Roger Moore, in the film *For Your Eyes Only*. These days, the enthusiasm he showed that day (a green light had to be placed under his chin to make his squeals of delight look like maniacal cackles) for travelling underwater in style remains utterly undimmed.

“It’s the very best experience imaginable,” he says of diving in the latest of his company’s craft to make waves, the DeepFlight

Dragon. “When you’re down there among dolphins and humpback whales, you forget you’re even in this thing. You just feel a sense of calm and wonder.”

A two-person craft that can reach depths of 120m, the all-electric powered Dragon follows the success of its Super Falcon predecessor, itself owned by the likes of Richard Branson, Red Bull co-founder Dietrich Mateschitz and venture capitalist Tom Perkins.

A ride in the Dragon feels like being in a sleek, manoeuvrable underwater flying machine – and one capable of gliding freely through the water at speeds of up to six knots. It’s easy to pilot, too, with the controls comprising a lever to move up and down and a separate joystick for steering left, right, forward and back.

Petite enough to fit in pretty much any yacht tender garage, the Dragon makes a splash with a price tag of around \$1.5m.

WORDS: PAUL JOSEPH

THE FURNITURE

# relative

Cousins Nicolas and Cédric Hivet began their creative partnership as children. “We spent our youth together and were making objects at a very young age,” says Cédric. As adults, they shared an apartment in Paris and designed and manufactured furniture for themselves.

Nicolas is known for his woodworking and marquetry skills — he has collaborated with luxury furniture companies as well as designing for stores and hotels. Cédric, meanwhile, worked as a visual artist and was creative director for the band Daft Punk. Their common interests and outlook — “We tend to agree on designs and we share the same aesthetic,” says Cédric — led them, in 2014, to set up Hivet Manufacturier.

The Hivet style combines a sharp architectural aesthetic with a devotion to traditional practices and materials, underscored by a signature playfulness. Similar to *ébénistes*, the French artisans who historically have made cabinets and desks, Hivet

# worth

crafts its products to the very highest specifications. Each piece is the result of hours of design, engineering and tinkering around with prototypes. At the same time, everything is made to order and only available in small editions.

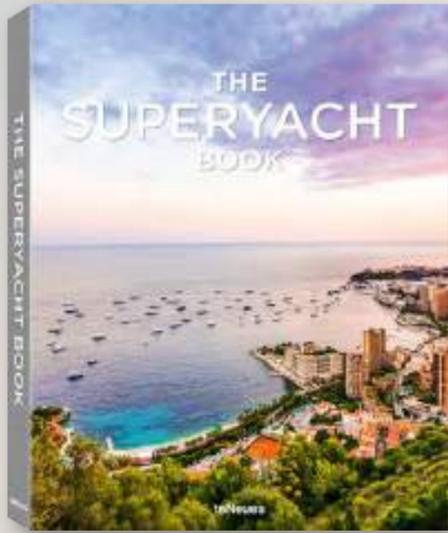
“What makes Hivet Manufacturier different,” says Cédric, “is its contemporary design matched with traditional woodworking techniques — plus everything is hand-crafted in France.”

A glance around their recently opened Parisian showroom reveals the results of this focus on quality and unique design. Beautifully crafted, visually stunning tables and chairs sit alongside more enigmatic pieces such as *Le Satellite* (opposite), which looks as though it might have dropped out of the sky circa 1959, but actually houses a Bose speaker system.

The duo’s latest product, currently in the final stages of development, is a mobile bar designed for use on yachts. Cédric has long been a fan of the traditional craftsmanship involved in yacht building. “Wood is a key element of the interior design of such boats, and we are always sensitive to such quality and execution,” he says



WORDS: MARTIN SKEGG



# THE PINNACLE OF LIFESTYLE

Showcasing the most spectacular superyachts, *The Superyacht Book* features the latest trends in craftsmanship, innovation, and style. With stunning photos of breathtaking superyachts, this book is a treat for naval architecture aficionados and is sure to inspire you, if only to dream.

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# “hey guys, I think we can build this rocket ourselves”

Elon Musk is the billionaire who dreams big. From Tesla cars to SolarCity and SpaceX, meet a larger-than-life entrepreneur with his sights set on nothing less than affecting “the future of humanity” itself

Words  
EDWIN SMITH

PHOTOGRAPH: BENJAMIN LOWY/GETTY IMAGES

really interested in “the best way to make [more] money” – although being so inclined was “OK”. Instead, he asked himself: “What do I think is going to most affect the future of humanity?” His answers to that question dictated the projects that he would embark on next.

There is Tesla, Musk’s electric car company that, he says, is based on a simple plan: “Build sports car. Use that money to build an affordable car. Use that money to build an even more affordable car...” and, in the process, make safe, clean, fast electric vehicles available to the mass market. The company is currently at a crucial stage, with its ‘affordable car’, the Model 3, recording half a million pre-orders and scheduled to go into production in 2017.

There is SolarCity, the largest provider of solar energy and solar panels in the US. It aims to make energy from the sun available more cheaply than energy from fossil fuels and so bring about a clean energy revolution and an answer to climate change that is driven by economics, not just good intentions. Musk recently made the characteristically bold move to merge Tesla and SolarCity, so as to create a one-stop shop for cleaner energy.

There is the Hyperloop, a conceptual mode of transport that Musk has described as “a cross between a >

elon Musk is not your average Silicon Valley billionaire. He owns an *Iron Man* suit from the Hollywood film, but not because he’s a childhood comic book fan who became successful enough to afford expensive toys. He has the memorabilia because it was he who inspired Robert Downey Jr’s version of the Marvel superhero’s wise-cracking billionaire technologist alter-ego, Tony Stark.

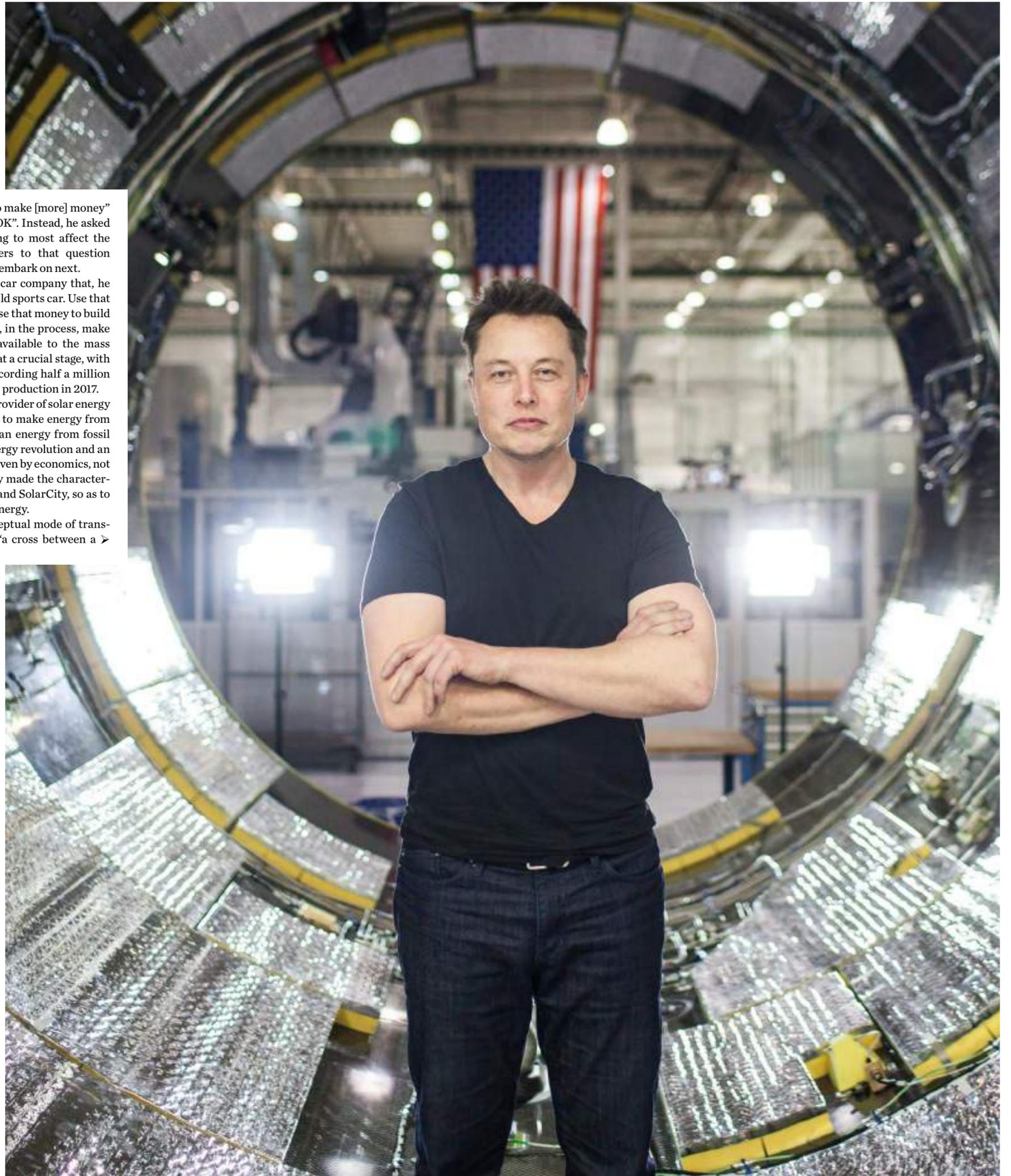
But there’s something else unusual about the South African-born entrepreneur. While his celebrity is, of course, partly down to the achievements he has already racked up during his 45 years on this planet, his profile and reputation also rest largely on what he is yet to do – the grand scale of his ambition. And the consequences it could have for the rest of us.

Musk made his first fortune by founding and selling two companies. Back in the early days of the internet, he built Zip2, a business that provided online city guides for newspaper publishers. Compaq bought it for \$307m in 1999, allowing Musk, then just 28, to use \$10m from his \$22m haul to set up the online payments company that would become PayPal. When eBay acquired that for \$1.5bn in shares just three years later, Musk netted \$165m and started to size up his next move.

In a commencement address at Caltech, he once told a group of students how, after the PayPal deal, he wasn’t

**OFF THE SCALE**

Musk’s grand ambitions were born of the answer to a simple question: “What do I think is going to most affect the future of humanity?”



PHOTOGRAPH: BENJAMIN LOWY/GETTY IMAGES

“It’s a cross  
between a  
Concorde, a rail  
gun and an  
air-hockey table”

Concorde and a rail gun and an air-hockey table... if they had a three-way and had a baby somehow”. He and his team published a preliminary design document in 2013 that described a concept for pressurised cabins that would travel inside reduced-pressure tubes running the 350 miles (560km) from LA to San Francisco. Calculations suggested that the journey could be made in 30 minutes.

Then there is SpaceX. His pride and joy. While Musk remains a driving force at Tesla, he has taken more of a back seat with the development of SolarCity (where he leaves day-to-day business to his cousins, Lyndon and Peter Rive) and the Hyperloop (which he has encouraged students and other companies to develop themselves). This is because – despite working 100-hour weeks and admitting that he wished “there was a way to get nutrients without sitting down for a meal” – he needs all the time he can get to work on his most demanding project of all.

The foundations for SpaceX were laid in 2001, when Musk travelled to Moscow with a handful of associates, a briefcase full of cash and the intention of acquiring a refurbished intercontinental ballistic missile that could be re-engineered for use as a space rocket. The trip was unsuccessful but, as his plane left Russian tarmac, Musk had an epiphany. He looked up from his laptop and said: “Hey guys, I think we can build this rocket ourselves.”

The company was founded in 2002, with no less an aim than reducing the cost of space transportation and



**BACK AND FORTH**

Musk’s Hyperloop concept would ping travellers along tubes between LA and San Francisco in 30 minutes. His love life (with Talulah Riley, above) has been similarly back-and-forth

enabling the colonisation of Mars. By 2008, SpaceX’s *Falcon 1* had become the first privately developed, liquid-fuelled rocket to orbit Earth. Shortly after, the company won a \$1.6bn contract from NASA. It subsequently became, in 2010, the first privately funded organisation to successfully launch, orbit and recover a spacecraft and, in 2012, the first such organisation to send a spacecraft to the international space station.

“If humanity is to become multi-planetary,” Musk once said, “the fundamental breakthrough that needs to occur in rocketry is a rapidly and completely reusable rocket... achieving it would be on a par with what the Wright brothers did.” Recent signs suggest that he might just be on the way to such a breakthrough. In April this year, SpaceX successfully launched the first stage of the reusable *Dragon 9* rocket into orbit, returned it to the Earth’s atmosphere and landed it on a solid surface. Another step, for Musk, on the road to a not-too-distant human colonisation of Mars.

But the course of Musk’s endeavours hasn’t always run smoothly. SpaceX’s first three attempts at launching a rocket failed, making it, briefly, a laughing stock of the aerospace industry. And Musk’s privately-funded approach to space has come in for criticism from many, including Neil Armstrong and Eugene Cernan. “I was very sad to see that,” said Musk, visibly emotional when >

# “You back up your hard drive... Maybe we should back up life, too?”



the issue was raised during a TV interview. “Those guys are heroes of mine, so it’s really tough.”

There have been other struggles along the way too – many of them still ongoing. Despite having announced an intention to become cash-flow positive at the expense of growth, SolarCity reported deeper-than-expected losses of \$25m in the first quarter of this year. By June, its share price had plummeted to only 50 per cent of what it was just a year before.

When Tesla chalked up 325,000 pre-orders of its Model III in a single week back in April, the company greeted it as “the biggest one-week launch of any product ever”. But some analysts doubt whether the manufacturer will have the capacity to meet demand for all of those who have now reserved a car. What’s more, the slew of \$1,000 down payments from pre-orders is not necessarily a large enough cash injection to help secure Tesla’s future – let alone cover the \$889m loss it made last year alone.

Not that Tesla and SpaceX haven’t both come close to ruin before. They only survived the financial crash thanks to Musk investing his remaining personal wealth and encouraging sympathetic investors to help him out. At one point he was forced to ask to borrow money from friends in order to cover living expenses. He has admitted to going through “some really, really hard times” and reportedly attempted to persuade Google to buy the almost-bankrupt Tesla for \$6bn as recently as 2013.

Musk’s childhood wasn’t easy. Ashlee Vance, who shadowed his subject and met many of those closest to him for his 2015 biography, thinks that the difficulties Musk faced growing up in South Africa have spurred him on. “Certainly, his childhood has contributed to his ability to do things,” says Vance. “He’s willing to put up with a lot of pain and discomfort. And he wants to prove to the world that he’s special and to be taken seriously.”



Some of that pain and discomfort came in the form of bullying. On one occasion, Musk was hospitalised when a group of boys pushed him down a flight of stairs and beat him. After his parents divorced when he was about nine, he lived mostly with his father. He has since recalled: “It was not absent of good, but it was not a happy childhood.”

It was also during Musk’s childhood that he discovered his love of computers. Aged 12, he coded his own game, *Blastar*, and sold it to *PC and Office Technology* magazine for around \$500. Aged 18, he moved to Canada, where he began studying at Queen’s University in Ontario and met his first wife, the author Justine Wilson. Their first son, Nevada, died from sudden infant death syndrome at the age of 10 weeks in 2002, the same week as the completion of the sale of PayPal to eBay.

Musk and Wilson later had five more sons (a set of twins and a set of triplets) through IVF treatment, but divorced in 2008. Relations seem to have soured, perhaps partly because, according to Wilson: “Six weeks later, he texted me to say he was engaged to a gorgeous British actress in her early twenties who had moved to Los Angeles to be with him.”

That British actress was Talulah Riley. And Musk’s relationship with her has been tumultuous, too. After marrying in 2010, divorcing in 2012, re-marrying in 2013 and filing for divorce again this year, the couple may have now called it quits for the final time.

When your professional goals are as ambitious as creating new, affordable modes of transport, ushering in a clean energy revolution and colonising a new planet for the first time in the history of the human race, your life must become like a tightrope walk – with even the smallest misstep potentially resulting in precipitous failure.

Vance believes that, because Musk has been through so much and has such a clear sense of having so many things yet to do, it’s best to think of him even today as

“a work in progress”. “I used to think there was no way he’d accomplish all these goals,” he says. “But after doing the book, I came away more convinced than ever by his resolve and by the people he has around him. It’s those armies of engineers coupled with Elon’s unyielding will that will bring much of this stuff to fruition.”

All the same, Vance warns, there’s no guarantee that Musk will get to see the future play out exactly the way he has planned. “I do think he’s become somewhat addicted to chasing bigger and bigger things and trying to one-up himself. It’s a dangerous path.”

When Musk talks about his most ambitious goal, the desire to settle humans on the red planet, he tends to frame it as a simple, practical consideration: “You back up your hard drive... Maybe we should back up life, too?”. Or as the only logical conclusion that a sensible person would draw: “Either we are a multi-planet species out there exploring the stars, or we are a single-planet species waiting around for some eventual extinction event.”

It’s this second thought – that the world could be on the cusp of disaster – that seems to influence so much Musk thinking. Even his desire to get to Mars quickly (he thinks it’ll be possible by the time he’s in his fifties) stems from concerns that the window of opportunity to establish a self-sustaining base there may only be open for a short time. He has pointed to times in history where levels of technology have regressed, and doesn’t think it wise to “discount the possibility of a third world war”.

But Musk’s apocalyptic worries can also come to the fore in more humorous ways. When discussing plans for a US-wide network of solar-powered charging stations, he pointed out that it would be possible to drive across the country in a Tesla even in the event of “a zombie apocalypse”. He also decided to call Tesla’s air filtration system ‘Bioweapon Defense Mode’ because, he jokes, “We’re trying to be a leader in apocalypse defence scenarios” ☹️

## ONLY HUMAN

The man who is putting money where his mouth is when it comes to populating Mars (above) and the future of electric cars (left), can also laugh at himself (right, appearing in *The Big Bang Theory*)

PHOTOGRAPHS: CBS PHOTO LIB/GETTY IMAGES; JOHANNES EISELE/GETTY IMAGES





# NUMBER ONE SEA OF CORTEZ

Words  
RAMSAY SHORT  
Illustrations  
ALEX HEDWORTH

A bronze statue of Jacques Cousteau clutches a diving mask and stares out to sea on the Malecón, La Paz's main promenade on the Baja Peninsula. It's an indication that even on dry land there's no getting away from the Sea of Cortez – or, as Cousteau once put it, "the world's aquarium".

Stretching 1,125km from north to south, the Sea of Cortez (also known, less romantically, as the Gulf of California) is the result of some spectacular tectonic grumblings five million years ago, after which the peninsula separated from mainland Mexico. This narrow but menacingly deep channel holds

legendary status among divers and marine naturalists, and La Paz, Baja's biggest city (just two hours by plane from LA), is the perfect stepping-off point for an otherworldly voyage of discovery.

La Paz, a city that wears its seafaring credentials with pride (and nowhere more so than in the fabulous local restaurants) offers the luxurious Marina CostaBaja as a mooring point, where vessels of up to 65m can comfortably lay up while owners and guests disembark for the 15-minute drive to the centre of town. Once there, they can take in the same dreamy vistas that were an inspiration to John Steinbeck when he wrote *The Pearl*, which is set in the city. >

The American author also wrote about his time in the area in another book, *The Log From The Sea of Cortez*, which describes a six-week sea voyage made with his marine biologist friend Ed Ricketts.

Home to at least 30 different mammal species (including one third of the world's whale and dolphin species), well over 500 species of fish and more than 150 types of bird, the Sea of Cortez is one of the most diverse ecosystems on earth. It's a substantial body of water – with a surface area of some 177,000km<sup>2</sup> – but you don't need to navigate the entire sea to get under its skin. A memorable journey, leaving La Paz and taking in a cluster of rugged islands before enjoying the chic, old-town charm of Loreto, involves a satisfying 240km stretch of Baja California that could comfortably spread across a week or so.

From La Paz (and, if you're a golfer, after a round at the Gary Player-designed CostaBaja course, named one of Mexico's 10 best), a 35km cruise to the north takes you to Isla Espíritu Santo, an unabashedly rugged, uninhabited spot and UNESCO Biosphere Reserve. Lapped by seas of emerald green, it is popular with hikers and anyone armed with a set of first-class binoculars, as snowy egrets, ospreys and great blue herons can all be spotted here.

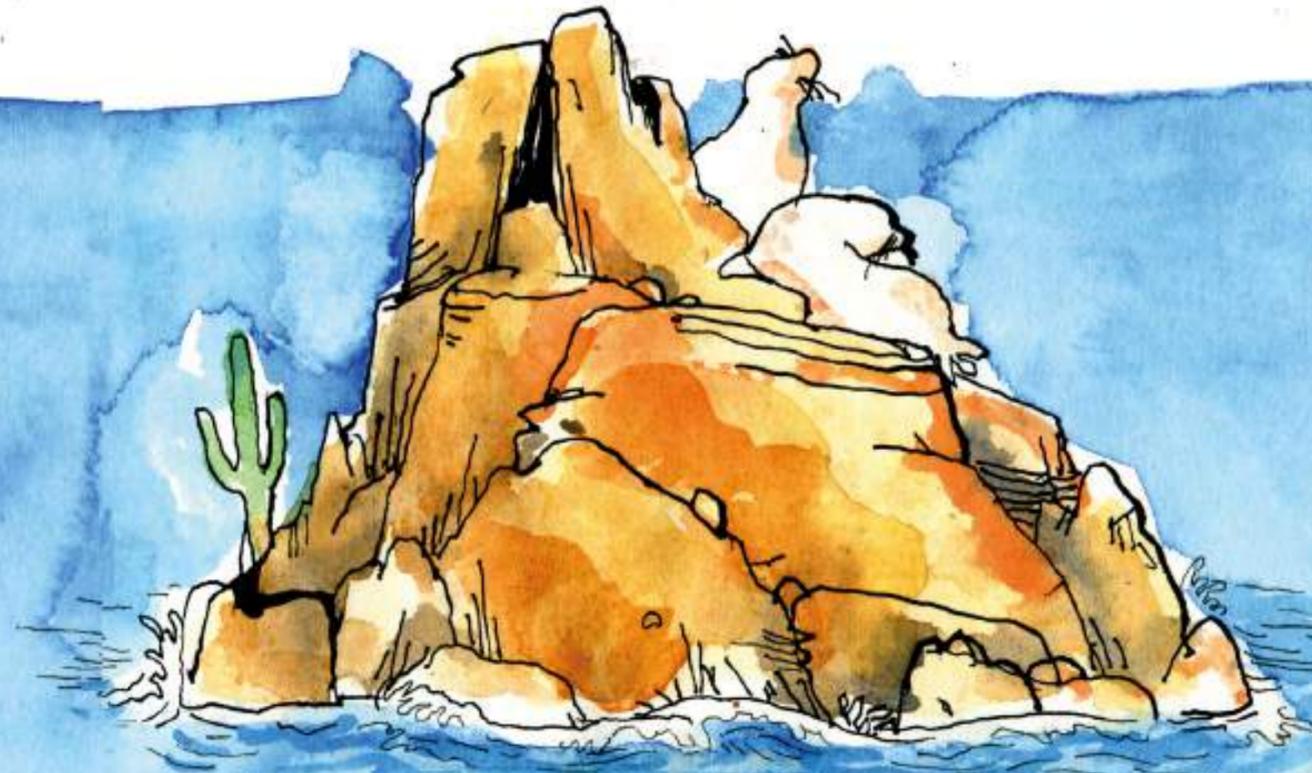
More popular still is sea kayaking. The most secluded and breathtaking beaches can be reached in this way, and a good paddling arm will put a number of seriously

impressive coves within reach. Drop anchor and leave the luxury of your yacht to camp overnight in one of these delightful natural harbours – not only the children will love it.

Another highlight is the rowdy welcome you'll get from a colony of sea lions that resides on some of the island's neighbouring islets. There's nothing like snorkelling with these magnificent whiskered beasts – while keeping an eye open for the scintillating tropical fish that abound here, the parrotfish among them.

A little larger than Isla Espíritu Santo and 40km away, is Isla San José: rugged, cactus-lined and with towering cliffs. Another great place to kayak, not least because of a large mangrove estuary on the island's south side, here there's also a great chance to see everything from turkey vultures and brown pelicans to blue, grey and humpback whales, hammerhead and whale sharks, and giant manta rays. Some of the world's best game fishing can be found here, too, with yellowfin tuna and the famously feisty marlin (striped, black and blue) in abundance.

In total, almost a dozen notable islands fringe the coast between La Paz and Loreto. The tiny Isla Danzante is home to a remarkably rich range of reptiles, though visitors tend to come for the views: it's a little more than 3km across beautiful blue waters to the Baja California mainland and the same distance in the opposite direction to the sprawling Isla Carmen. Isla Danzante is a great place to watch the sun go down.



Alongside its many natural thrills, the Sea of Cortez – named in honour of Spanish Conquistador Hernán Cortés by an explorer who sailed the length of the Baja California Peninsula in 1539 – is never less than welcoming. That's not to say that tourism hasn't changed the peninsula over the past few decades, but who says that development is always detrimental? At Loreto, for example, locals may tell you that you're in the peninsula's oldest permanent settlement – but they'll also be able to point you to the acclaimed Villa del Palmar Beach Resort. Built in 2010 and named at the 2015 World Travel Awards as Mexico's best beach resort, this is where to head if you want to indulge yourself in almost 3,000 square metres of spa heaven.

When Steinbeck mused in 1962 that "many a trip continues long after movement in time and space have ceased", there's more than a chance that he was briefly back in Baja California 🌊

There's a great chance to  
see everything from brown  
pelicans and blue whales  
to giant manta rays





big

fun

Who says that a superyacht is the best family escape you could ever have? These five families who know, that's who...

Words JILL BOBROW

### THE FIRESTONES

The Firestone family has owned the 52m ketch *Tamsen* (above) since 2007. They built *Tamsen* years after sailing with other families on another boat. Encouraged by their parents, the teenagers in the families had sailed on alone, completing a circumnavigation of the globe, with 16-year-old Steve Firestone acting as captain. A long time later, Steve built *Tamsen*, a boat on which younger sisters Carolyn (32) and Lena (30) grew up sailing.

Lena

“ We have a very close, extended family that includes many brothers, sisters, cousins, nieces and nephews with whom we often travel. Our father, Robert, started his boating life before we were born, with *Vltava*. By the time we were born in the 1980s, our father had *Tamara*. When I was three days old, I flew across the Atlantic with my mother and joined the boat in the Mediterranean. So I literally grew up sailing. Every winter we'd spend at least a month >

PHOTOGRAPH: THE FIRESTONES

on the boat and every summer we'd spend three months aboard. Sailing was more than a vacation, it was a way of life. When I was eight years old, I was standing four-hour watches. We sailed to Alaska when I was nine. My sister and I helped cook and clean. There was a whole bunch of us on the boat, camping out, sleeping on sofas and on the floor, everywhere — siblings, cousins and close friends. Our family sailing trips meant we were all in it together and we were all part of the crew.

We have had two sailing yachts, both called *Tamsen*. Our current *Tamsen*, spearheaded by our brother Steve and named for our mother (his stepmother), was custom-built — our boat was designed specifically for our big, extended family. For instance, we needed large communal dining spaces. Also, our galley is on the main deck instead of below deck because we all like to cook together.

While *Tamsen* certainly is luxurious and beautiful, our life aboard is not what one imagines. The crew is made up of close friends and family, and we all pitch in and work together.

Carolyn

Growing up in a communal yachting family where we all worked together gave us an incredible foundation for our current lives. We learned to co-exist in a relatively small space, and we solved problems together. We had a real sense of responsibility to each other. Every time we got to a new port, we were not only excited to be there, but we took pride in getting there. It was always a great sense of accomplishment.

We were also exposed to different countries and different cultures. *Tamsen* has travelled from the Med to the South Pacific, to Australia and to the Caribbean. My two-year-old son already feels very much a part of the boat. The sense of love and family togetherness has translated to our adult lives. Four of our siblings work together professionally for a mental health non-profit called the Glendon Association and we have a website called PsychAlive.org — psychology for everyday life. We owe a lot of who we are to our sailing together as a family.



## THE LUNDGRENS

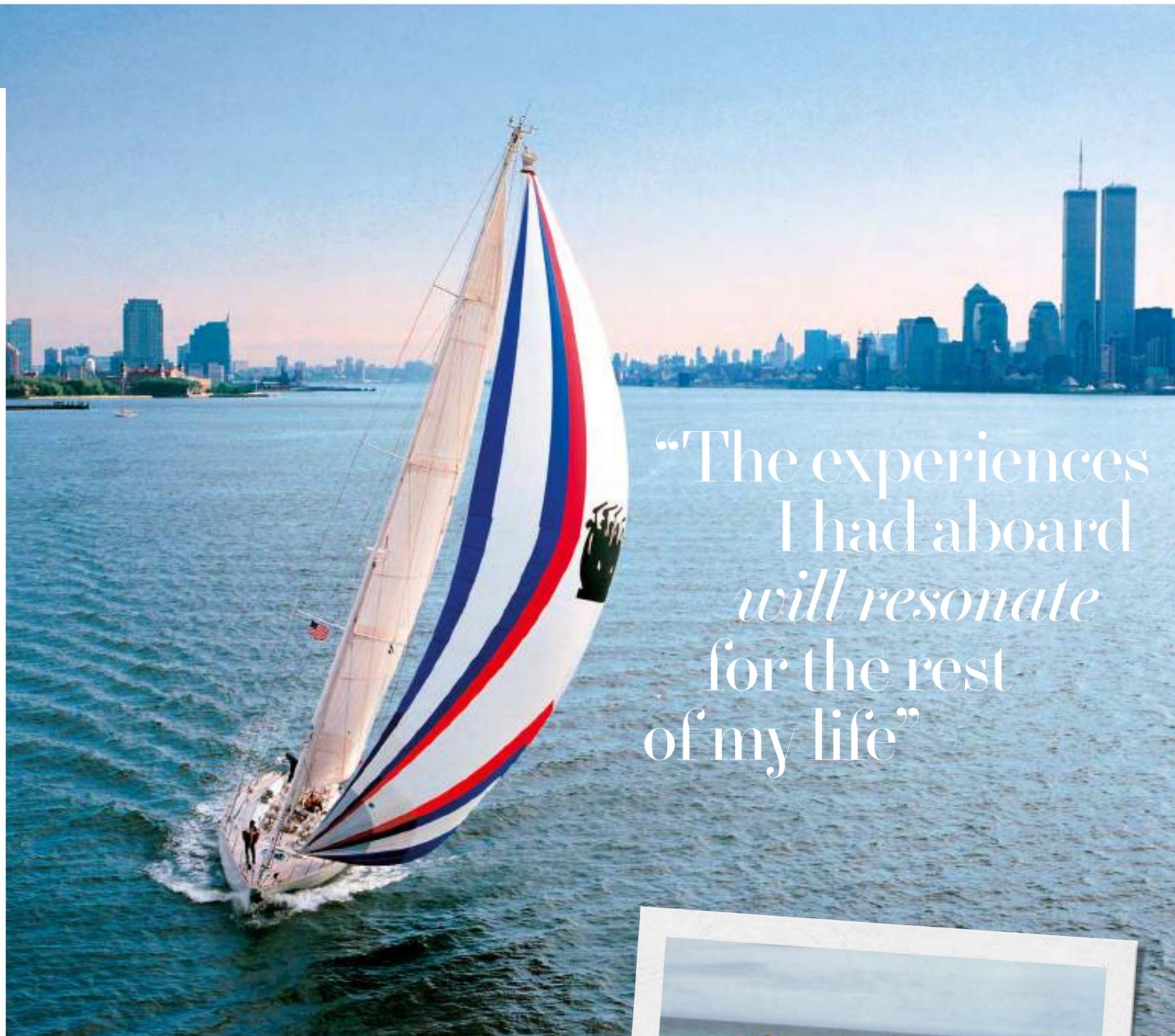
The Lundgren family had the 26m sailing yacht *Metolius* custom built in order to sail her around the world — and then some. The family cruised over 150,000km before selling her. Kari Lundgren, now 35 years old, spent her formative years sailing with her father, mother and older brothers.

“My father always had a dream to sail around the world and he started planning the trip years before we actually set out. I spent my childhood on the first *Metolius*. There are baby photos of me taking bucket baths on the foredeck and reading comics back-to-back with my brother in the cockpit. For our second *Metolius* my father worked closely with the designers to get exactly what he wanted for his world trip with the family. I remember endless meetings when I was little where I would sit under a desk in an interior design office drawing horses while my father discussed the design details.

My father is American, from Oregon, and my mother is from Norway. As my father was in the airline business, we moved around quite a bit. And we spent a lot of time sailing. Before our year-long circumnavigation, I recall two special sailing trips: one around Ireland and another up the Norwegian coast to Spitsbergen. The most memorable year of my life was when I took a gap year after middle school and we all lived and sailed aboard *Metolius*. Rather than try and home school me, my parents figured that I would simply learn from the practicalities and necessities of what we were doing. I remember arriving on Easter Island and a tour guide came to the boat offering to show us the Moai. But as we had just sailed into the harbour with a broken clew on the mainsail, the first thing my mother and I had to do was get to a hardware store. We were not simply tourists on a two-week holiday, and I liked it that way.

We immersed ourselves in the cultures of the places where we made landfall; we became temporary residents. In my mom's mind, it was more interesting for me to learn how to roast a breadfruit by burying it in the sand, or to weave hats from palm fronds than to read about American history while in French Polynesia. But we were always reading. On Robinson Crusoe Island, I read Defoe's *Robinson Crusoe*, and when we went round Cape Horn, I read Jack London's tales. The books were brought to life by what I saw from the cockpit. My older brothers joined us as their schedules allowed. We also had family friends pop in and join us at various ports of call. But often I had to entertain myself. I wrote journals and made scrapbooks about the places we visited. My father was the captain of our yacht for the world trip and our family was the crew. Scrubbing the decks, varnishing the toe rail and other chores were all part of the fun.

The experiences I had aboard *Metolius* will resonate with me for the rest of my life. I became a journalist in London and now I am on the PR team of *Solar Impulse* — the plane that's flying around the world via solar power to promote clean technologies. I have exchanged the wind in my sails for the 'sun in my wings', but it is that experience of sailing with my family that keeps me dreaming about what's just over the horizon. ➤



“The experiences I had aboard will resonate for the rest of my life”



### COOL RUNNINGS

The Lundgrens sail out to sea from New York (above) and say hello to the penguins down south (right). Meanwhile (opposite), the Firestones pause for an on board family portrait

PHOTOGRAPH: MARC BRYAN-BROWN

## THE BARROWMANS

Douglas Barrowman is the Scottish owner of the 55.4m motoryacht *Turquoise*, built in 2011. An extensive interior refit in 2014 won the 2015 Power Yacht Refit Award at the International Yacht and Aviation Awards in the UK. *Turquoise* is used privately by Barrowman and his family, as well as for charter.

“There is no better place to holiday with my family than on *Turquoise*. It is impossible to replicate the seven-star experience we have aboard our yacht at any resort. We have 13 dedicated crew members, who all ensure our time is first class and fun. And then, of course, there’s the culinary experience. One night we might have authentic Indian cuisine, another night it can be Chinese, Mexican, Thai, Spanish, or just plain English or American food. Dining aboard is like going to a different fine restaurant in a different country every night – it is never boring.

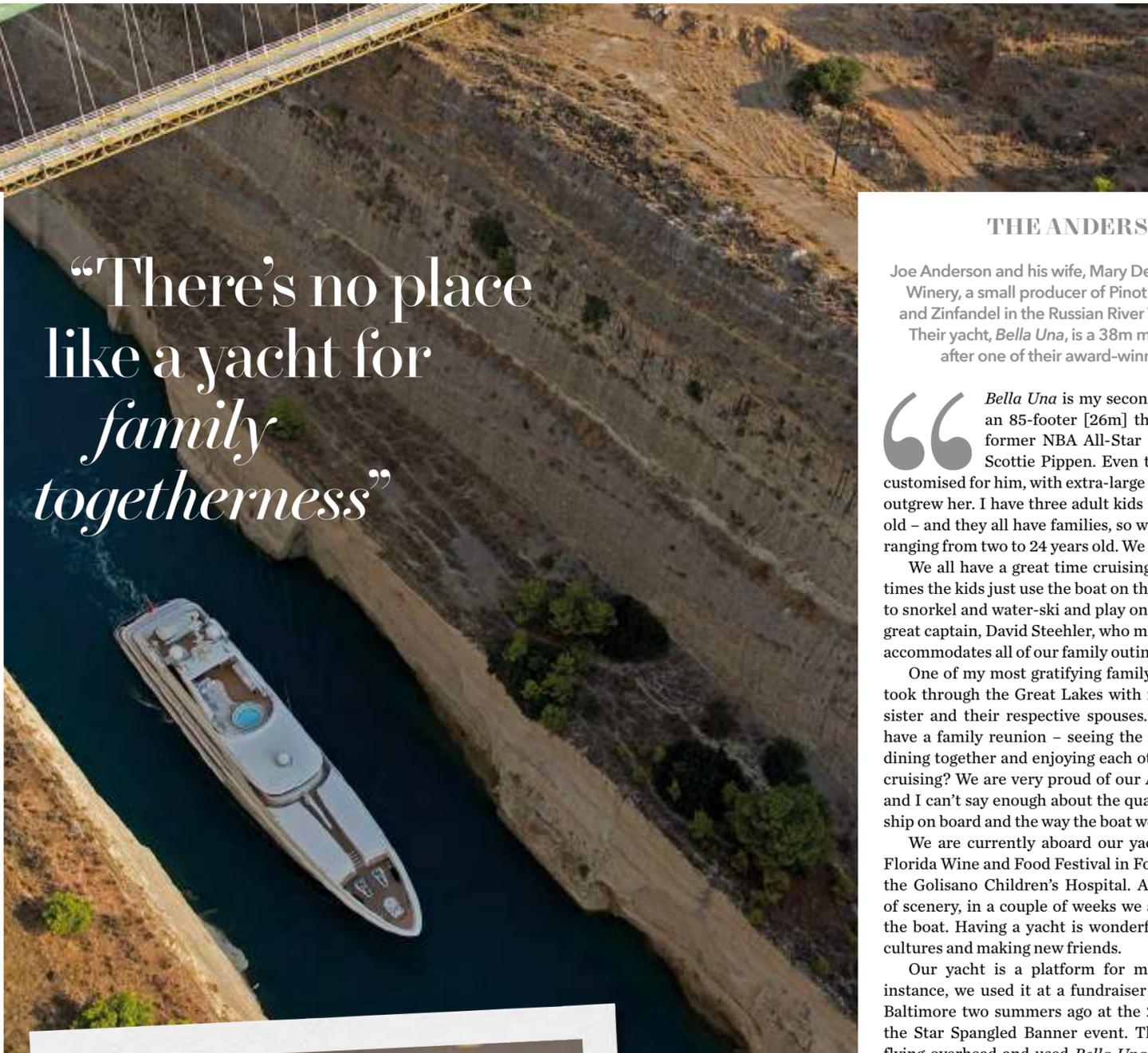
I have an extended family with four children: two older ones, a son of 24 and a daughter nearly 21, plus two young sons of five and seven. When our schedules allow, we all like to gather on the yacht and spend some quality time as a family. There is no place like a yacht for family togetherness. *Turquoise* is well laid out to afford us different spaces to enjoy privacy or read a book, but we also have plenty of places to come together and enjoy each other’s company.

When we are on holiday, we follow the sun: the Med in the summer and the Bahamas or Caribbean in the winter. We get up early and have a leisurely breakfast with whoever shows up. We anchor out in the harbour for some water sports – jet-skiing, paddleboarding, seabobbing. We also have fun toys such as a sea trampoline for the little ones, even for us big ones. Then we chill out on the top deck for some sunbathing. If we feel like it, we might go sightseeing ashore or just partake of local entertainment. Last year at Norman Cay in the Bahamas, we snorkelled around a sunken plane. Then further down the Exuma chain of islands, we encountered feral pigs on the uninhabited island of Big Major Cay. They live on the beach and swim out to your tender for you to feed them. One of our most interesting trips was going through the Corinth Canal en route to the Greek islands – that was an amazing experience for the crew and for us.

The crew really goes to great lengths to see we enjoy ourselves. As an alternative to lunch on board, sometimes we have beach barbecues where the crew takes a tender to a deserted beach and sets up a cabana, bringing a table and chairs. It is as if we are castaways on a fantasy island, but we don’t have to forage for food. By late afternoon, we take it easy and have some chill time, perhaps some hot tub time. Then we all freshen up for sunset cocktails and dinner. Once in a while our crew puts on a themed dinner party for us and that is a lot of fun. It could be a masquerade ball or a Great Gatsby themed evening.

After dinner, we usually go up to the top deck to listen to music and have a few drinks. If the mood takes us we will go ashore to a good nightclub – nanny availability permitting for the younger family members. I like to have a good time and nothing makes me happier than my family and good friends enjoying themselves aboard *Turquoise*.

“There’s no place like a yacht for family togetherness”



**HIGH ON LIFE**  
The Barrowmans and friends follow the summer sun in the Med (above), including passing through the Corinth Canal (top)



## THE ANDERSONS

Joe Anderson and his wife, Mary Dewane, own Benovia Winery, a small producer of Pinot Noir, Chardonnay and Zinfandel in the Russian River Valley in California. Their yacht, *Bella Una*, is a 38m motoryacht named after one of their award-winning reserves.

“*Bella Una* is my second yacht. My first was an 85-footer [26m] that used to belong to former NBA All-Star basketball champion Scottie Pippen. Even though that boat was customised for him, with extra-large headroom, my family outgrew her. I have three adult kids – 45, 42 and 39 years old – and they all have families, so we have grandchildren ranging from two to 24 years old. We needed a bigger boat.

We all have a great time cruising together, but sometimes the kids just use the boat on their own. They all love to snorkel and water-ski and play on the water. We have a great captain, David Steehler, who makes our life easy and accommodates all of our family outings.

One of my most gratifying family trips was one that I took through the Great Lakes with my two brothers, my sister and their respective spouses. What better way to have a family reunion – seeing the American landscape, dining together and enjoying each other’s company while cruising? We are very proud of our American-built yacht and I can’t say enough about the quality of the workmanship on board and the way the boat works.

We are currently aboard our yacht at the Southwest Florida Wine and Food Festival in Fort Meyers to support the Golisano Children’s Hospital. As a complete change of scenery, in a couple of weeks we are going to Cuba on the boat. Having a yacht is wonderful for exploring new cultures and making new friends.

Our yacht is a platform for much of our life. For instance, we used it at a fundraiser for cystic fibrosis in Baltimore two summers ago at the 200th anniversary of the Star Spangled Banner event. The Blue Angels were flying overhead and used *Bella Una* as a GPS coordinate and performed flybys, tipping their wings at us. It was quite a thrill. Having a yacht is a way to keep the family intact, enjoy time with friends, have fun and influence people... hopefully for the good. >

## FIRM FAMILY FAVOURITES

**FAVOURITE PLACE ON BOARD**  
“Top deck, because I can watch the sunset while drinking a cocktail”  
Douglas Barrowman

“The lazarette, where all the toys are kept”  
Charlotte Elizabeth Evans

**FAVOURITE TIME OF DAY**  
“Early morning or just before sunset, running at sea”  
Joe Anderson

“Sunset, because it’s a time when people sort of quietly gather and just appreciate the moment”  
Carolyn Firestone

**FAVOURITE PLACE TO SAIL**  
“I appreciate the Mediterranean’s calm”  
Lena Firestone

“I have a special fondness for penguins, so the Falklands or Antarctica were unforgettable”  
Kari Lundgren

“The Turkish coast – Bodrum, Marmaris, Göcek and a place I won’t tell you because we want to keep it to ourselves”  
Andreas Evans



**CRUISE CONTROL**  
Joe Anderson (above) and family and friends (left) enjoying the best of the American landscape from the water

## THE EVANS FAMILY

Michael Evans, retired from a family-run real estate development company, and his wife Helga are patriarch and matriarch of four generations. When they custom built their 65m yacht *White Rose of Drachs* in 2004, they did it with their expanding family in mind.

Michael Evans (80)

“ We have five children, 14 grandchildren and two great-grandchildren spread between England and Monaco. *White Rose of Drachs* keeps us all together – we built it 12 years ago with the express purpose of maintaining family time.

Aboard, there is something for every age group. We are particularly fond of Christmas – not all 27 of us can sleep on the boat, but we all hang together. We use our boat as a true home away from home. The children come in two-week shifts. Everyone loves it, no-one complains and the younger generation are thrilled to spend time with their cousins. On a yacht, there aren't the usual distractions – well, everyone has an iPhone, but apart from that we can all relax. We have lots of toys, which are a big hit. Some yacht owners only use their yacht for two to three weeks a year, but we manage at least three months. Every summer we have a full programme. Next summer we are looking into Sicily, Croatia and the Dalmatian coast.

Andreas Evans (53), son

“ Spending time aboard *White Rose* is very different from other vacations. Somehow the privacy, convenience, range of activities, dining, familiar technology and mobility (while not having to pack and unpack every time you move) all go to make yachting an experience that's particularly well suited to families spending quality time together.

We have a fantastic team in the captain and crew, who work tirelessly to make sure we have the best possible time together. I think they quite enjoy it, too, as we don't take things too seriously. Family meal times are always



special, but never more so than onboard *White Rose*, as the quality, variety and sometimes novelty of the food our chef prepares is a wonder to behold. Plus, unlike a restaurant, the menu changes daily. Given the range of ages in a family like ours, the conversation is never dull and I know my children love to listen to their grandparents' stories.

Best of all are the water toys. Everyone is enthusiastic about enjoying all that the sea has to offer. I remember once we had eight of us water-skiing simultaneously!

Charlotte Elizabeth Evans (26), granddaughter

“ My childhood memories are filled with summers boating. It was, and still very much is, so exciting to go to sleep in one place and wake up in another – I think that's the magic of being on a boat. It's the freedom to go anywhere. We have always tried to mix culture with sheer yachting fun, and my passion for history, art and different ways of life has certainly developed from family excursions where we toured antiquities, found quaint art galleries or interesting restaurants in various ports ashore. Still, there is nothing like *White Rose* for food – our chef is phenomenal, which makes our meal times scrumptious and relaxed.

My grandparents are exceptional people: they are incredibly generous and their love of yachting has been passed down to us and become a passion we share. Each year, my grandfather surprises the grandchildren with a new toy for the summer. A few years ago, we woke up to find an enormous slide that goes from the top deck into the sea. We even added a fender underneath to give extra height on the way down. Last year, we were fortunate enough to get a flyboard, which was tremendous fun. and we all spent hours and hours trying to master the dolphin dive. It's a great bonding experience for everyone because, as soon as we arrive on the boat, we all want to go and test the new toys together.

Another aspect of *White Rose* that is so special is just being able to unwind – me and my brother from London and work, and my sister from university. We are often in such remote locations that we can totally switch off and relax together and have family time, which is very important to us. Every year we cannot wait until we get on board *White Rose* ☺

## THE STORY OF THE FORGOTTEN SHOES



When we arrived at Six Senses, the first thing that we had to do was hand our shoes over. At first it was strange, your skin being introduced to all the elements that you haven't felt in such a long time but after a while we realised that saying bye bye to our shoes was just one reason that helped us feel so alive again.

Lucy Miller, London.

### THE FAMILY THAT PLAYS TOGETHER

The Evans family having fun in the air (above) and on water... all eight water skiers together





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**PROJECTS**

- |  |                                    |
|--|------------------------------------|
| 1 PITCAIRN ISLAND, SOUTH PACIFIC OCEAN               | 7 CASPIAN STURGEON, CASPIAN SEA    |
| 2 ASCENSION ISLAND, SOUTH ATLANTIC OCEAN             | 8 AEOLIAN ISLANDS, TYRRHENIAN SEA  |
| 3 LYME BAY, DORSET/DEVON BORDER, ENGLAND             | 9 CHAGOS ARCHIPELAGO, INDIAN OCEAN |
| 4 THE SOLENT, SOUTHERN ENGLAND                       | 10 TURNEFFE ATOLL, BELIZE          |
| 5 MALDIVES   | 11 CYCLADES, GREECE                |
| 6 SCOTLAND, WESTER ROSS, SOUND OF MULL AND FAIR ISLE | 12 BERMUDA                         |



**BLUE MARINE FOUNDATION**

Blue Marine Foundation (BLUE) exists to combat overfishing and the destruction of biodiversity, through the creation of large-scale marine reserves and the promotion of sustainable fishing. BLUE's aim is to put at least 10% of the ocean under protection by 2020, with the long-term aim of 30%. Although small and young, BLUE's innovative approach has already resulted in nearly 1.5m km<sup>2</sup> of ocean being protected for future generations.

**Why BLUE?**

- In its six-year existence, BLUE has achieved conservation gains greater than organisations many times its size.
- BLUE has helped create some of the largest marine reserves in the world.
- BLUE believes in the art of the possible, and delivers practical solutions.
- BLUE has a small, lean operation that can achieve exceptional economies of scale.
- Mike Barry, Head of Sustainability at Marks & Spencer, has said that BLUE is exceptional in the way it delivers on projects: 'A pound spent at BLUE really can change the world.'

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# shall we uncork something special?

You can splash out on prestigious bottles at auction and strive to keep the finest cellars but, just like there's nothing like owning your own superyacht, there's nothing quite like starting your very own wine dynasty...

Words  
MARTIN SKEGG

“It’s fun. It’s sexy.  
It gives you a  
certain fame. And  
you can make money”

owning a winery has long been a mark of making it – all the way back to ancient Rome, when politicians and generals had their own personal vineyards. “The wine business is on the bucket list of many successful people,” says Katie Somple, a wine estate realtor in the Napa Valley region of California with experience of over \$300m-worth of transactions. “It’s a trophy of success.”

Even with a cellar full of quality vintages, there’s a unique gratification in popping the cork on a bottle that bears your label. For Hollywood producer Mark Tarlov, whose winery, Chapter 24, makes premier Pinot Noir in Oregon, that’s pretty much the whole point of it. “That’s when the wine gives pleasure,” he says, “when other people drink it and talk about it.” He’s also aware of the broader attractions of being a player in the wine business: “It’s fun. It’s sexy. It gives you a certain amount of fame. And you can make money.”

Others are no less spirited in their passion. Thomas Schmidheiny, billionaire CEO of cement behemoth Holcim, has wine operations on four continents, and claims, “If I could come back in my next life, it would be as a winemaker.” Melbourne businessman Doug Rathbone has sunk an estimated \$75m of the fortune he built up in his agricultural chemical business into wine ventures, building a legacy for future generations. His son, Darren, is CEO and group winemaker for the family’s extensive wine holdings.

While many wineries are run strictly as investments and commercial enterprises, the crucial area of growth in recent years has been in ‘lifestyle wineries’, in which the home and living opportunities are as important as the wine. The most recent *Global Vineyard Index* from international real-estate consultants Knight Frank reported that these lifestyle vineyards are purchased by a mix of buyers, from wealthy retirees who want a new challenge to those using them as a holiday home to visit a few times a year.

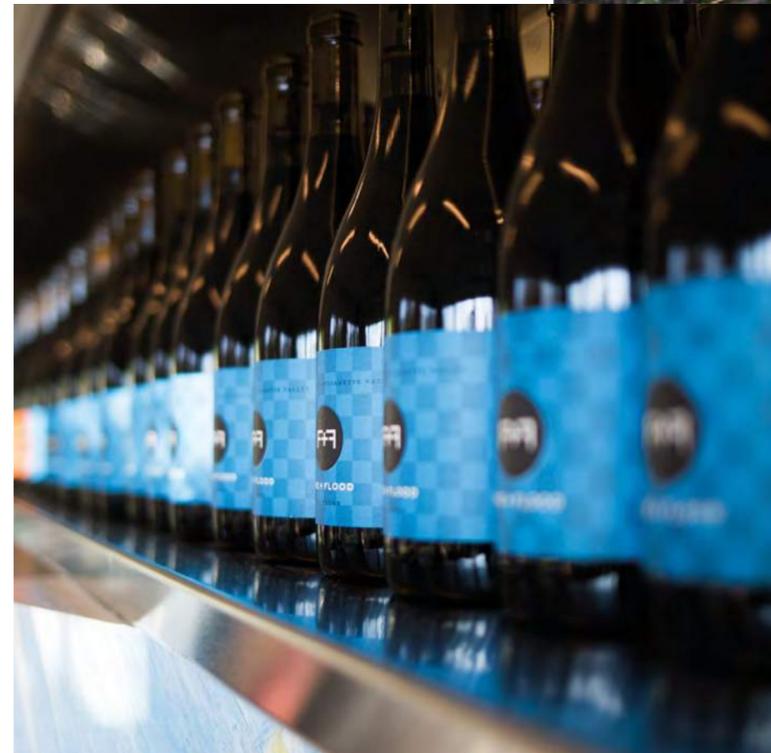
Rupert Fawcett, head of Knight Frank Italy, says most demand is driven by that word again: lifestyle. “The house is often more a factor than the wine,” he says. “It’s

more about a hobby or the prestige of having a vineyard.” Buyers are increasingly younger, too, with a spread of nationalities from around the world. While the major global wine-growing regions are all desirable, Tuscany is the most in-demand region for foreign buyers.

Somple, whose WineryX Real Estate specialises in such properties, has tracked this shift in demand over the past decade, with today’s buyers prepared to tear out vines to make space for a home. Prices per acre are no longer just a reflection of the amount and quality of fruit that can be harvested, and land values are on the rise (in 2015 alone prices in Napa Valley rose 15 per cent, hitting a record high). “The lifestyle component has really altered values,” she says. “Lifestyle buyers are less economic-focused and more ‘I want this’-focused.”

For Tarlov the appeal is obvious. “The lifestyle is very attractive on every level,” he says. “Vineyards tend to be in beautiful places, with good food and drink. It’s why you see so many people from other industries going into the wine business.”

A wine aficionado who made his fortune with movies starring the likes of Bill Murray, Sigourney Weaver and Holly Hunter, Tarlov admits he knew “zero” about the wine business when he bought his first vineyard. “It had a beautiful view – above the fog line, with redwoods.” But he soon discovered that the scenic panorama wasn’t



**A NOSE FOR IT**  
Mark Tarlov (left) learnt the hard way the importance of focus, with very rewarding results (far left)

without its problems, as the fog interfered with the growth of the grapes. Production in his first year was limited to a single barrel (around 300 bottles). “It was a very bad piece of business,” he says, “We knew nothing.”

Tarlov also made the mistake of overextending, with four different sites, including one in Burgundy. Although he confesses that “it was an exciting time” he looks back on it now as a learning experience: “Put it down to ignorance and hubris: I can buy this, it’s pretty inexpensive, how hard can it be?” For his next venture, Chapter 24, he decided to focus, concentrating solely on producing first-class Pinot Noir in Oregon.

Somple advises new customers to consider carefully what it is they are looking for: How involved do they want to be? Will they live on-site? Will it be one of several homes? How much wine do they want to make? Or do they just want a vineyard with a pretty view, without a winery on site? If the customer has a preference for a type of wine – a Chardonnay or Cabernet Sauvignon, for example – that will determine the geographical focus. ➤

# “When you get into the *wine* business, you’re in the *real estate asset* business”

“Often people come to me and think they want to be in the wine business, but ultimately what they want is to be in the lifestyle of the wine business,” she says.

At Frank Knight, Kate Everett-Allen, partner in International Residential Research, agrees that potential buyers should, “fully research the market and work out what they want from the acquisition. Is it a hobby or do they need to generate a return each year?” Anyone thinking seriously of going into the business should “establish how important the property/vineyard is to the purchase”.

One thing Somple always advises against is starting a vineyard from scratch. Not only can it be difficult and expensive to get permits, especially in highly regulated areas such as Napa, but the vineyard has to be planned and planted, and then vines need to mature – a process taking years. “If someone wants to enjoy being in the wine business in their own lifetime,” she says, “they should consider benefiting from someone who has already gone through the pain and the suffering.”

Somple’s other key piece of advice is simple: buy the best vineyard possible. “People need to realise that when you get into the wine business, you’re in the real estate asset business,” she says. “It’s premium in, premium out.” Demand is so strong for the best sites in Napa, she says, that real estate with a winery/vineyard element is one of the safest longevity investments around. All the same, that may not be the case everywhere: Fawcett at Knight Frank, for example, doesn’t see any value in vineyard ownership in Italy unless it’s large scale. “Mainly it is the fun factor of having your own vines,” he concludes.

So, will your winery will make any money? There is an old joke: how do you make a small fortune in the wine business? Answer: start with a large one. Tarlov, however, is bullish: “You can make money – this idea that you can’t is not true.” And Schmidheiny isn’t one to ignore the balance sheet either, explaining: “I have a philosophy that the investments we make have to be profitable. We have very few that are, in the long run, not profitable, and it’s the same with the wine.”

**CASE STUDIES**  
Vineyard production needs careful management and distribution, no matter how sleek the facilities or how beautiful the property

A key reality check for new owners often comes with the realisation that there are thousands of cases of wine sitting in storage waiting to be sold. A decent-sized estate in Napa, for example, costing in the region of \$10m, will likely come with a 20,000 gallon permit, which is some 8,000 cases, or 96,000 bottles. That’s a lot of wine for friends and family to get through. And that’s not exceptional. Somple has a Santa Barbara property on her books at \$32m with a licence to produce 100,000 cases. All that wine has to go somewhere.

“Distribution is key,” says Tarlov. “You can make the best wine in the world, but you have to be able to sell it efficiently in the right mix of high-margin sales channels.” That usually breaks down into three tiers: sales to the wholesale market, sales to restaurants and hotels, and direct sales to the consumer through a tasting room or wine club. To zero in on the most efficient way of getting wine to market you’ll need an expert sales manager. This is one of the three key people you need to hire.

The others are the winemaker – “The best you can afford”, says Somple – alongside a general manager or vineyard manager, depending on the size of the enterprise. As winemaker, Tarlov’s Chapter 24 employs famed Burgundian vigneron Louis-Michel Liger-Belair, whose family has a tradition of winemaking dating back hundreds of years. For Tarlov, finding key personnel is reminiscent of making a movie, something that requires the right combination of writer, director and actor. He knew he wanted to make a certain style of wine – ripe and rich, but lighter and lower in alcohol than usually found in American Pinots – with a hands-off philosophy in the winery. “Louis-Michel is a key element,” he says. “He sets the agenda and the tone.”

There’s also something much closer to home to consider – your own character. A vineyard is basically a farm, which means you’re going into the agricultural business – more prosaically, farming – with all the uncontrollable risk that entails. Having experienced the ➤



PHOTOGRAPH: MAURIZIO RELLINI/SIME/4CORNERS





PHOTOGRAPHS: ALAMY; NICOLÒ MIANA/SIME/ACORNERS

highs and lows of winemaking, Tarlov is sanguine about this: “If you don’t have the ability to immerse yourself in a story you don’t control, you won’t be happy.” He goes on to recall an anecdote about director Stanley Donen, with whom he once worked. Receiving an Academy Award, Donen was asked the secret to great directing. His reply? “You get a great script, you hire Cary Grant and Audrey Hepburn, and you try not to get in the way.”

For anyone after all that who may still be considering buying a vineyard or winery, a good agent is also essential. They will be necessary to help research the market, make introductions and navigate permits and legalities. The latter can be complex in countries such as Italy, where estates often have multiple owners and getting agreement from them all can be a long process.

But the reason that an agent is absolutely key is that, chances are, your dream winery or vineyard is not going to be advertised as for sale. “Buyers need to know that you don’t shop for wineries like you do for a house,” says Sample. There’s angst in selling a winery – from concerns about the competition finding out to what distributors and employees will make of it. Confidentiality is essential. And it’s a long procedure – a courtship between buyer and seller to build trust that can take a couple of years from first enquiry to getting the keys.

But no matter how prosaic the buying process, the results can be worth it. Tarlov conjures up the romance of sitting in his vineyard with his wife, admiring the view and opening one of his winery’s winning vintages. His verdict? “Life is pretty damn good then”

**A DIFFERENT VIEW**  
 “Buyers need to know that you don’t shop for wineries like you do for a house,” says wine estate realtor Katie Sample



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## NUMBER TWO SONEVA FUSHI

Words  
RAMSAY SHORT

Illustration  
ALEX HEDWORTH

**A**ll is beautifully quiet, save for the odd scuttling hermit crab. The sun has set and shadow blankets the Maldives island of Kunfunadhoo in the UNESCO-protected biosphere of Baa Atoll, a great streak of inky-black sky above.

It's the perfect time to commune with the heavens, this the perfect place. Amid the coconut groves and swaying palms of Soneva Fushi, the otherwise-uninhabited isle's exclusive luxury resort, stands a state-of-the-art observatory.

One of only two just like it in the world, the observatory, with its impressive Meade RCX400 telescope, is as pioneering as Soneva Fushi itself, the original 'no news, no shoes' desert island retreat. Don't look for your phone to Instagram a picture – you were relieved of it and your footwear the moment you came ashore. Because the barefoot luxury beneath your feet and the rich star-atlas of the night sky above are something to enjoy free of emails, texts, calls and the outside world.

Where the attractions of the average Maldives resort (and Soneva Fushi is far

from average) feature the usual luxury bed and board, coral, sand and scuba-diving, here resort-owner, founder of the Six Senses hotel group, family-man and stargazing fanatic Sonu Shivdasani, with his wife Eva, chose also to look upwards.

Perhaps it's the attention to detail – eco-luxury without sacrificing any creature comforts – that makes the place so special. The island's lush vegetation affords complete privacy, staff are 'hosts' who socialise with guests and take individual care of each group. Sleeping in the expansive eight-bed Jungle Reserve with its soothing neutral décor fashioned from sustainable woods and traditional fabrics is the perfect family space – all *Swiss Family Robinson* with a treehouse for the kids to sleep in as well as its own spa treatment room, gym and large free-form pool.

Then there are Soneva Fushi's other firsts: a jungle cinema, a chocolate room, a treetop restaurant, even a glass-blowing studio, all hidden amid the foliage down winding, sandy paths. And the highlight: the Maldives' first astronomical observatory.

There are few places as awe-inspiring for budding astro-tourists. The night skies, surrounded by thousands of kilometres of dark water and no light pollution, are extravagant and humbling.

The Maldives, deep in the Indian Ocean, lie close to the equator and so are blessed with views of both hemispheres, one of just a handful of spots where you can see both Orion and the Bear, the Magellanic Clouds and Southern Cross. The telescope, 36cm in diameter, sits in an automatically rotating observatory dome. It contains a database of more than four million celestial objects, including galaxies in deep space, stars, planets, comets and nebulae in our home galaxy, the Milky Way.

Through it you might see the four Galilean moons – Ganymede, Europa, Io and Callisto – or Saturn and its own solar system of moons, or the beautiful star cluster of Omega Centauri. Waking especially early, and walking – sand between your toes – to the observatory to view Jupiter rising through the telescope is an unforgettable experience.

Children, who may have been wowed by Soneva Fushi's dedicated den area – with its pirate ship and 14m tunnel clad in roots, branches and hidden surprises leading to secret gardens filled with flowers, swings and nests in the trees – or boat trips by traditional *dhonis* to catch sight of dolphins or turtles, will find their jaws dropping watching the skies.

That's not all. The end of 2016 will see the most ambitious project from Sonu and Eva yet: a third out-of-this-world luxury observatory on the new resort island of Soneva Jani in the Noonu Atoll, home to private over-water residences as well as beach villas. The telescope will be more powerful than Soneva Fushi's, a hi-tech Meade LX600, and won't be surrounded by a dome. This time it will be centred in the middle of a dining platform, each surrounding table inlaid with a digital screen transmitting vivid images of the night sky via a linked camera. Reaching for the stars and feeding the senses in one of the most idyllic places on earth – it doesn't get better (or more innovative) than that.



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# The Lisbon earthquake

There are few European capitals so strongly connected to the sea – and none offering those who sail in today such a heady mix of beauty, tradition and raw opportunity. Welcome to the city where you can feel the earth moving...

Words  
PAUL AMES

PHOTOGRAPH: J.M.F. ALMEIDA/GETTY IMAGES



Portugal is “where the land ends and the sea begins”, wrote 16th-century poet Luís Vaz de Camões of his homeland on Europe’s western seaboard. Camões was the bard of the Age of Discoveries, when Vasco da Gama, Ferdinand Magellan and other Portuguese seafarers stretched the first trade routes down the coast of Africa and across the oceans to Asia and South America.

Fastforward five centuries and global travellers are following those routes in reverse. Lisbon has become a prime destination for modern-day explorers keen to savour the Portuguese capital’s laid-back Atlantic lifestyle.

At the heart of one of Europe’s oldest cities are warrens of medieval alleys tumbling down seven hills to the immensely broad, blue Tagus river just before it meets the ocean. Noble neighbourhoods are peppered with Renaissance-era palaces ripe for restoration into luxury residences or bijou hotels.

Lisbon, filled with shops and cafés little changed in generations, has a timeless quality, but it’s moving. A thriving start-up scene is helping consolidate recovery from a long economic downturn. Gourmet restaurants are springing up alongside hip nightspots and cutting-edge cultural venues.

“It has everything,” enthuses Frédéric Coustols, a French businessman who has spent a cool €30m turning a 15th-century palace into Lisbon’s most exclusive hotel. “You’ve got the sea, you’ve got the sun, you’ve got the economic activity, the extraordinary mix of people. Culturally there’s more happening in Lisbon than in Paris or London.”

Meanwhile, tourism is booming, with visitor numbers rising a remarkable 42 per cent over the past five years. For *Condé Nast Traveller*, Lisbon is “Europe’s coolest city, right now”.

Many of those who come to visit decide to stay. They’re lured by an almost subtropical climate, a string of great beaches and a unique blend of historical heritage and cosmopolitan modernity.

“It’s the only country in Europe where a foreigner would want to live,” insists a smitten Coustols. “All nationalities are coming: Americans, many French, the English, the Germans. People are searching for something very beautiful, and there are very beautiful things in Lisbon. There’s an openness, there’s air, there is a liberty that you don’t find in other countries any more.”



# For Condé Nast Traveller, Lisbon is “Europe’s coolest city, right now”

Coustols’ exquisitely restored Palácio Belmonte – nestled beside the medieval Castle of São Jorge and incorporating Roman and Moorish towers – contains just nine suites, but is a telling example of how international investment is transforming Lisbon’s tourism and property markets, injecting new life into an old city.

Lisbon is a prime focus for wealthy Chinese, who have been lining up to take advantage of Portugal’s ‘golden visa’ scheme, which grants European Union residency rights to the families of investors who pump at least €500,000 into the economy. Since its launch in 2012, more than 8,000 golden visas have been issued under the scheme, with Chinese claiming over three-quarters of these, followed by Brazilians, Russians and South Africans.

Up to the end of March this year, €1.9bn had flowed in under the programme – and the pace is picking up. Recent changes have eased the application process and lowered the investment threshold for investors in technology, the arts and urban regeneration.

At the same time, Europeans from high-tax countries – notably France and Sweden – have been drawn by a scheme offering generous fiscal advantages for non-habitual residents. Launched in 2009, the plan aims to attract talent in high-value-added sectors and encourage families of Ultra and High Net Worth Individuals

to settle. It is “Europe’s best kept secret” according to a report from the professional services giant PwC.

“The regime provides an exemption in respect to foreign-sourced income. In some cases this can result in no taxation at all,” says Luís Filipe Sousa, senior tax manager at PwC Portugal. “Portugal started late, but we’ve started with a good programme that compares well with other regimes. It’s competitive.”

Such positivity is also reflected in a burgeoning tech start-up scene, something that made headline news when the organiser of Europe’s biggest tech event decided to relocate his annual Web Summit to Lisbon after five years in his native Dublin. For Paddy Cosgrave, what swung it was the city’s strong infrastructure, its world-class venues, low rents and a whole wealth of youthful IT talent.

“There’s a great community spirit and real optimism about a better tomorrow,” said Cosgrave recently. “I saw it in the incubators I visited and in the bars where I went for drinks with young entrepreneurs and investors.”

The city council has major projects underway, too, including an €18m harbour-front modernisation designed to create a pedestrian pathway into the city for cruise passengers and others arriving by sea.

Not surprisingly, real estate – often of the palatial variety – is booming. “Over the past four years, foreign >



#### OLD CITY, NEW LIFE

Bold developments such as the riverside Parque das Nações (above) only add to the appeal of a capital bursting with picture postcard charm (left)

PHOTOGRAPHS: SYLVAIN SONNET/GETTY IMAGES; PEC PHOTO/GETTY IMAGES

# “Foreign buyers have pushed the property market into really strong growth”



PHOTOGRAPHS: PAUL BERNHARDT/GETTY IMAGES; AC PRODUCTIONS/BLIND IMAGES LLC/GETTY IMAGES; ALAMY; ILPO MUSTO/REX/SHUTTERSTOCK

buyers have pushed the property market into really strong growth,” says Rafael Ascenso, general manager at Porta da Frente Christie’s, a luxury real-estate brokerage company. “We work in the highest sector, and in 2014, 85 per cent of our sales were to foreign buyers.”

Overseas demand has triggered a rush to renovate historic buildings. There’s a focus on the old-town Baixa neighbourhood, built after the famous 1755 earthquake, the chic Chiado and Príncipe Real shopping districts, and the Avenida da Liberdade, a tree-lined *Belle Époque* boulevard running through the city centre.

High-end prices have risen 23 per cent over the past two years, more than reversing a slump which followed the 2009 financial crash. The increase is not dulling demand.

“In the last launch we made on Avenida da Liberdade, 10 of the 14 apartments were sold in a month – before the work had even started,” says Ascenso. “We launched another sale in the Baixa with 29 apartments, and we’d sold 23 in two-and-a-half months.”

A glance through an estate agent’s books reveals a Renaissance convent with river views on sale for €25m; a fixer-upper mansion by the castle going for €6m; and a renovated Chiado duplex in a 17th-century palace that’s a snip at €1.725m. All that restoration work means that Lisbon’s historic heart is increasingly outshining more familiar high-end destinations such as the beach suburbs of Estoril and Cascais.

For anyone thinking of setting up home here, Lisbon is ranked among the world’s safest cities and is famously family friendly. Youngsters can enjoy some of Europe’s best surf, watch top-flight football or dance the night away in clubs such as Lux, part-owned by Hollywood star John Malkovich. Younger offspring might prefer gazing at the aquatic wonders on show in the Oceanário, Europe’s most spectacular aquarium, which organises ‘sleeping with sharks’ overnight stays for the more courageous among them.

Lisbon’s cultural treasures, meanwhile, include old masters in the Museum of Ancient Art and an enviable selection of Asian art in the Museu do Oriente. Then there’s the collection of Calouste Gulbenkian, an Armenian-born visionary who made a fortune from Middle Eastern oil and settled in neutral Lisbon during the second world war. The foundation bearing his

**FAMILY FRIENDLY**  
Ranked among the world’s safest cities, Lisbon offers family fare such as a vast aquarium (above), as well as happening culture at the likes of CCB (below)

name is a major cultural force in the city, hosting world-class concerts and art exhibitions. Elsewhere, the Belém Cultural Centre (CCB) boasts the avant-garde collection of billionaire Joe Berardo, while contemporary native artists with major international reputations such as Paula Rego, Joana Vasconcelos and street artist Vhils return to make regular cultural waves in the city.

Although Portugal has always had great seafood and hearty traditional cooking, its capital’s eating habits have recently been undergoing their own revolution. A generation of young chefs is spicing up the restaurant scene, creating an innovative cuisine rooted in the country’s rich culinary heritage. Leading the pack is José Avillez, whose Belcanto restaurant recently became the first Lisbon eatery to boast two Michelin stars.



“We have one of the best cuisines in the world,” says Avillez. “Our gastronomy is immensely rich, but lately Portuguese fine dining has evolved a lot. More and more chefs – Portuguese and also foreigners living here – are basing their work on traditional cooking.”

Across from Lisbon’s gilded 18th-century São Carlos opera house, the intimate Belcanto serves up playfully sophisticated dishes combining clams, shrimp and seaweed in a smoky, saltwater fantasy, or mixes modern with ancient to pair oxtail with chickpeas, foie gras, and the creamy *serra* cheeses made from the milk of sheep raised in the mountains of central Portugal.

“These days people travel to visit good restaurants and Lisbon has got everything to be at the top,” says Avillez. “We’ve got history, a good climate, a good location, welcoming people, a magnificent variety of surrounding landscapes and excellent cooking.”

Alongside Belcanto, Avillez runs an archipelago of three more informal restaurants (and one ‘Mini Bar’) around the central Chiado district. This summer, like so many others in the city, he’s branching out again into yet another new space.

Meanwhile, as the reputation of the local cuisine rises, Portugal’s wines, once the best-kept secret in the wine business, are increasingly the subject of international acclaim. In 2014, native wines grabbed three of the top four places in *Wine Spectator*’s ranking of the world’s best – including the top spot itself – and a burgeoning array of sophisticated wine bars is another marker of Lisbon’s increasingly ruddy health.

When Roman Abramovich moored his sleek 115m superyacht *Pelorus*, complete with helicopter, at a quay-side by the centre of Lisbon as Portugal hosted the Euro 2004 football championship, it created a real stir – and made the city stare. Twelve years on, were he to arrive again in similar style, Lisbonites might be more likely to shrug their shoulders and idly wonder which part of the city the Russian was in town to buy ☺

**STAR QUALITY**  
“Portuguese fine dining has evolved a lot,” says Michelin-starred chef José Avillez (above), whose dishes are as memorable a mix as the centre of his city (left)



NUMBER THREE  
L'OLIVIER

Words  
RAMSAY SHORT  
Illustration  
ALEX HEDWORTH

When Julien Le Goff joined the kitchen of top chef Joël Guillet's restaurant L'Olivier in 2008 as second-in-command, he had no idea he'd soon be in charge of the world's most relaxed Michelin-starred restaurant.

But then perhaps he knew, just like his clientele, that once you've tasted the glitz of St Tropez, Cannes and Antibes and want to get back to Riviera basics – assuming those basics include impeccable service and gourmet cooking – L'Olivier is where you come. Four years later, it was Le Goff's job to keep that precious Michelin star, and he knew just how to do it.

Housed in the isolated Le Mas du Langoustier, a luxury Provençal chateau hotel perched on the westernmost edge of the Île de Porquerolles, lost between forest, rocks and a blue, blue bay, L'Olivier is an honest expression of its environment. "My mission is for the cuisine to reflect the spirit of the island itself, authentic and generous," Le Goff says. And, like the best remote restaurants, success depends on what comes from the surrounding land and sea, all eaten in spectacular surroundings.

Arriving at Le Mas by sea gives a taste of those surroundings, walking via a beach of black sand up the path to the entrance, flanked by aromatic eucalyptus and pines.

Inside, sit at one of the simple tables by the wide glass windows with a view of the wooded headland, ruined fortress and Mediterranean beyond. Notice the gnarled olive tree like a totem in the middle of the

room and the tuxedoed staff expertly weaving around it – they may be in black tie, but there's no dress code here. Diners come for the food, and shirt-sleeves and summer dresses are de rigeur. When head sommelier Jonathan Pernaut arrives with L'Olivier's signature Champagne aperitifs, sample the crisp, stand-out Pol Roger 2006 before letting Le Goff's cuisine take over.

Choose from the Côte Terre or Côte Mer, or opt for a sequence of tasting dishes. Naturally, seafood is the speciality. Le Goff's seasonal recipes are garnished with delicious organic cèpes, morels and asparagus plucked wild from the island, as well as more obscure delicacies such as sea nettles scoured from the ocean bed. Regulars come for the familial atmosphere and classic old-world charm exemplified by the waiters' flourished announcements of each dish: "*Langoustines rôties et chapon marine*" – perfectly roasted lobster and marinated capons with a subtle touch of bouillabaisse about it. Or "*Bœuf de l'Aubrac*" – served simply but elegantly with parsley, apple soufflé and a truffle juice ravioli that works beautifully with the 2004 bioorganic red from the island's very own *Domaine de la Courtade*.

One tradition remains constant. Post meal stroll out onto the terrace, cognac in hand and gaze at the magnetic emerald sea dotted with boats lit up like tiny constellations, where you'll usually find a relaxed Le Goff himself enjoying the view

the list  
2016

a guide to the world's finest  
superyacht builders

# *dream* makers

Welcome to *The List* pages for 2016, a carefully curated selection of the best of the established superyacht builders.

All the yards included here are members of SYBAss – the Superyacht Builders Association – and, as such, represent the absolute pinnacle of the modern superyacht industry. If you want the best to build you the best, you'll find what

you're looking for somewhere within the following pages.

*The List* sets out to give a sample of the essential characteristics of each and every builder represented here – to illuminate what makes them individual and unique.

At the same time, as it should become quickly obvious, all the yards here are united by sharing one thing in common above all – the passion and expertise required to build bespoke yachts that give dazzling life to the dreams of each individual and unique owner.

Abeking & Rasmussen *p72*



AMELS *p73*



Baglietto *p74*



Benetti *p75*



Blohm+Voss *p76*



Burger Boat Company *p77*



CRN *p78*



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Vitters *p91*



VSY *p92*



# Abeking & Rasmussen

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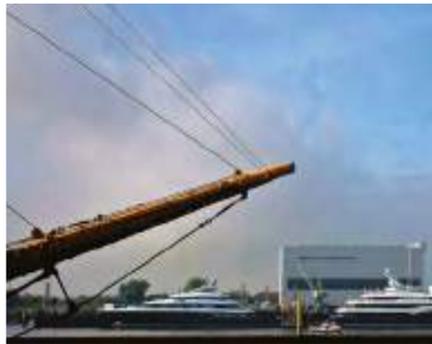


Stretching along the banks of the river Weser in north-western Germany, the Abeking & Rasmussen shipyard has evolved over decades into a state-of-the-art complex, producing ships, yachts and specialist vessels such as mine-sweepers, patrol boats, and research and supply ships for the offshore industry.

But of all the vessels constructed by Abeking & Rasmussen, none are so charged with emotion as their yachts. A yacht is always a very personal statement: the ultimate symbol of attainment, and often the fulfilment of a lifelong dream. Abeking & Rasmussen takes each customer's dream and turns it into a functional and reliable reality without any aesthetic compromise.

There is a huge range of superyachts to choose from: a classical wooden sailing yacht, a fast and modern aluminium sloop or the solid steelwork of a motor yacht. Whichever choice the customer makes – and no matter whether the development is entirely in-house or in co-operation with a leading international designer – Abeking & Rasmussen will embrace the project to ensure that the customer gets exactly what they want. Every new build is a bespoke creation – a unique reflection of its owner's individual style and outlook on life.

Abeking & Rasmussen develops and builds



ships for navies, coastguards, the public sector, ship operators and private customers. Its unique SWATH@A&R technology endows its vessels with exceptional sea-keeping capabilities. Offering outstanding safety and reliability, they also provide a stable working platform, even in heavy seas, which means they can be used in extreme situations that might otherwise be prohibitive.

As an innovative, future-focused shipyard in the high-tech country of Germany, Abeking & Rasmussen is constantly striving to stretch the boundaries of what is possible in yachtbuilding – and safety and quality are at the heart of its corporate philosophy.

The company's high-tech facility in Lemwerder incorporates an inner harbour, a syncrolift, modern office buildings and five shipbuilding halls that can accommodate yachts of up to 125m in length. It also encompasses environmentally-friendly workshops with high-performance production facilities for conventional steel, aluminium and non-magnetisable steel. Conveniently situated for both local and international customers, Abeking & Rasmussen is a short distance from Bremen Airport, and is easily reached by train or the A1 motorway



ABEKING & RASMUSSEN

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# AMELS

HEADQUARTERS

Vlissingen, Holland

FOUNDED

1918

WEBSITE

amels-holland.com



Amels is widely regarded as one of the top pedigree yacht builders in the world. The Dutch yard has delivered a fleet of over 50 superyachts, earning an enviable reputation among owners, captains and crews for engineering excellence and outstanding craftsmanship. Every Amels yacht is designed and built for the perfect yachting experience, celebrating the finest moments in life with the absolute top in comfort and quality.

Amels builds fully custom-built creations in the 80 to 110m segment (262 to 360ft) and the very successful Limited Editions range of six designs from 55 to 83m (155 to 272ft). The unique Limited Editions yachts offer the advantages of a proven, reliable platform, with timeless exterior designs by the legendary Tim Heywood, built in half the time of pure custom. The owner has complete freedom of choice for the interior design with endless customisation possibilities. Amels has delivered every Limited Editions yacht on time and on budget.

Amels boasts the largest superyacht facility in the Netherlands, including its busy Amels Refit division. The Amels yard in the southern, seaside



town of Vlissingen has direct access to the North Sea. The craftsmen in Vlissingen share a rich, centuries-old tradition of nautical excellence. With covered drydock facilities up to 215m (700ft), Amels can accommodate even the very largest yachts in the world. Comprehensive paint facilities ensure the highest quality finish, while the design and engineering team ensures precision and reliability for trouble-free enjoyment. It's the refinement of every detail that makes an Amels yacht unique.

Since 1991, Amels has been part of family-owned and financially strong Damen – the largest shipbuilding group in the Netherlands, and one of the world's top shipbuilders. Damen has 32 yards around the world, with 9,000 employees generating an annual turnover of €2bn, having delivered more than 5,000 vessels to date. Damen builds the SeaXplorer range of expedition yachts and the Yacht Support range of vessels.

The Damen SeaXplorer, unveiled in 2015, is the world's first purpose-built, IMO Polar Code-compliant range of expedition yachts with full capability for remote destinations – from extreme polar to remote tropical areas. Damen has designed every detail of these rugged yachts for the most extraordinary adventures, anywhere on the planet.

The high-speed Yacht Support range is based on Damen's highly successful Sea Axe hull form, but purpose-built for superyacht operations and finished to superyacht standards. Options include an impressive deck space for tenders and watertoys, dive centres and fully certified helipads with hangars.

Amels delivers what it promises: it's more than owning a yacht, it's the door to creating priceless memories



THE ART OF YACHT BUILDING

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# Baglietto

HEADQUARTERS  
La Spezia, Italy

FOUNDED  
1854

WEBSITE  
baglietto.com



Since 1854, Baglietto's seagull logo has been a famous symbol in the nautical world, representing the freedom, escape and adventure associated with the yachtbuilder's extensive fleet of yachts. Of course, Baglietto has changed substantially since then, but its ethos has remained the same: turning people's dreams into reality. From the 19th century to the present day, Baglietto has combined innovative materials and techniques with Italian design flair and craftsmanship to tailor-make yachts that meet precisely their owner's needs and surpass their desires.

Baglietto made a name for itself soon after the turn of the century when it not only launched *Giuseppina* – the largest 'combustion engine' cruising yacht ever built in Italy, at 22.6m – but also the world's first hydrofoil. Over the decades since those early days, Baglietto has continued to break new ground in the production of a variety of vessels: pleasure craft, world speed record-breakers, military ships, wooden yachts and the large aluminium yachts for which it is renowned today.

Its long tradition of Italian design and quality, combined with top-level professional skills

and facilities, guarantees a prestigious product, beautifully fitted and meticulously finished. Every Baglietto yacht has at its heart its maker's love of the sea and desire to venture beyond the horizon.

From its state-of-the-art shipyard in La Spezia, Baglietto offers a full range of services. The 35,000m<sup>2</sup> area includes a 700-ton travel lift for the haulage of yachts of up to 60m in size, with the yard able to accommodate 12 yachts at once. Production includes megayachts in steel and aluminium, fast-planning yachts in aluminium from 35 to 65m, and a line of tenders, named MV, from 13 to 19m.

As well as building yachts to owners' specifications, Baglietto also offers an extensive refit and repair service. Its team of highly-qualified professionals and skilled craftsmen can undertake any kind of repair operation, treating every one with the same care and attention to detail that would be afforded to a new yacht build. For this reason, a 'Refit by Baglietto' is a guarantee of quality craftsmanship.

Baglietto continues to drive its trademark 'Made in Italy' style onwards to new levels of innovation and prestige



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# Benetti

HEADQUARTERS  
Viareggio, Italy

FOUNDED  
1873

WEBSITE  
benettiyachts.it



Crowned the world's leading builder of Custom Mega Yachts for the 16th year running by *ShowBoats International*, Benetti is an icon of Italian luxury yachts. Driven by style and quality, it is continuously innovating to satisfy the complex needs of owners worldwide.

Benetti was the first yachtbuilder to realise the potential of composite materials in superyacht production, and switched, back in the 1960s, from metal to the steel and aluminium used today. It continues to use these materials to design and build full-custom displacement and semi-displacement motoryachts in a variety of lengths from 93ft to 90m-plus. These tailor-made vessels embody the owner's requirements and ideas, while retaining the Benetti trademarks of timeless elegance and the finest Italian style.

Benetti has over 300,000m<sup>2</sup> of production facilities at six boatyards in Italy, but its headquarters have been in Viareggio since 1873. The Darsena Lucca and Darsena Italia production facilities are equipped with the latest technology for building Class Range yachts in the 93-145ft range. Darsena Italia, which has a dry dock and a helipad, can produce four 35 to

70m yachts concurrently, while Darsena Lucca can build three 42m yachts at the same time.

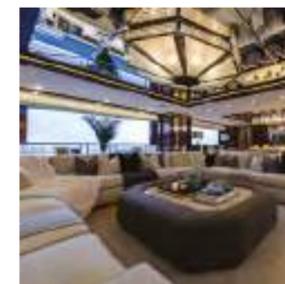
A third, more recent facility increases production capacity by six more yachts. The Livorno boatyard, purchased in 2004, extends to 200,000m<sup>2</sup>. Inherited from the Cantieri Orlando, it has been converted by Benetti into a modern production facility where 14 custom steel and aluminium superyachts can be built at the same time. This boatyard also offers superyacht repair services, with a private dock that can accommodate boats of up to 80m. As the Mediterranean's largest and most up-to-date refit centre, it is set to play a key role in pleasure craft development in Italy and Europe.

The Fano boatyard, situated in the Le Marche region of Italy, joined Benetti in July 2002, following a merger with Cantieri Moschini (of which Benetti had been the majority shareholder since 1988). This 34,000m<sup>2</sup> production facility, of which 12,000m<sup>2</sup> is under cover, is today regarded as an international centre of excellence in the moulding and lamination of yachts built from composite materials, and employs a highly specialist workforce



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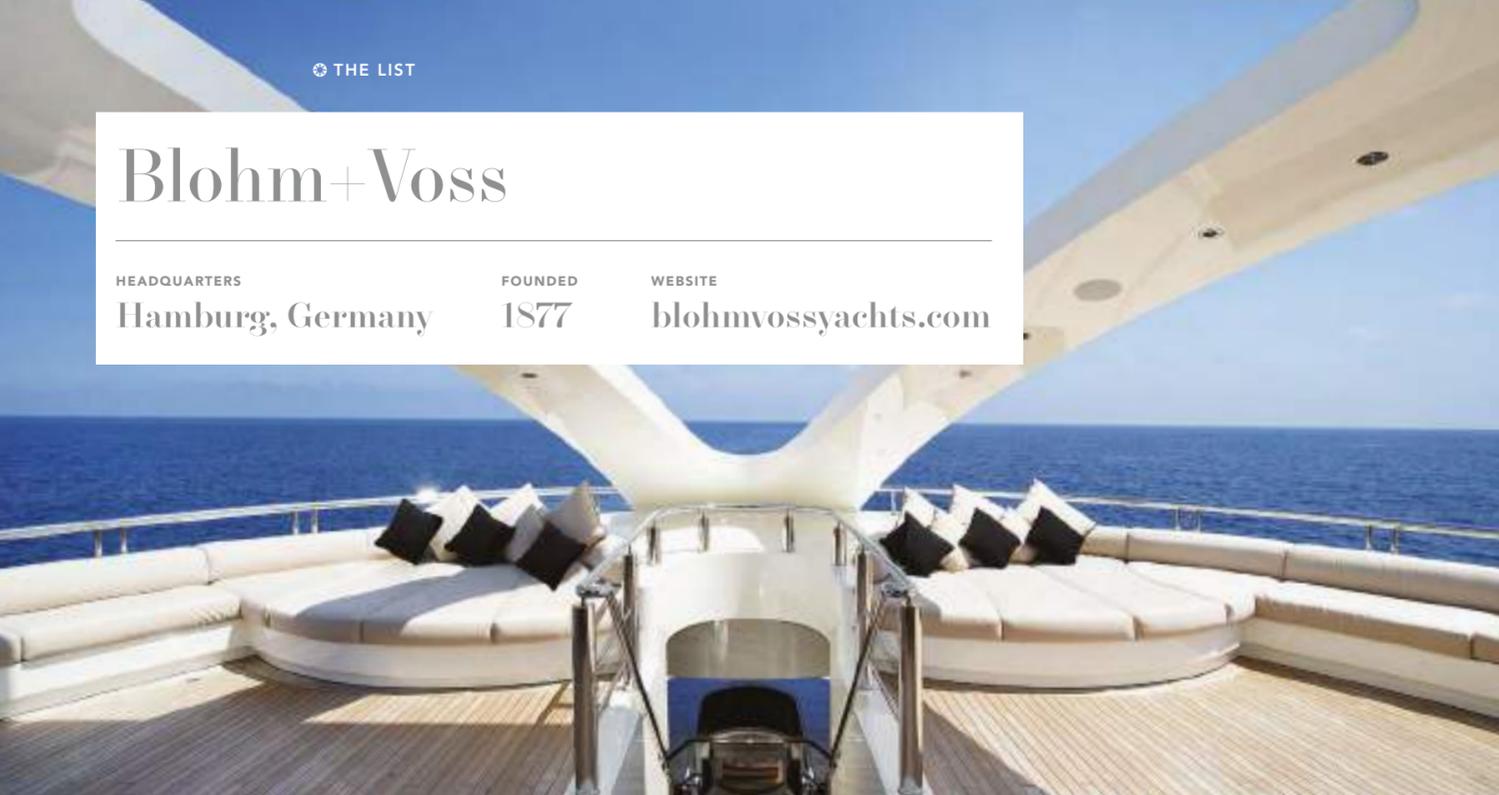


# Blohm+Voss

HEADQUARTERS  
Hamburg, Germany

FOUNDED  
1877

WEBSITE  
blohmvosseyachts.com



For well over 135 years, Blohm+Voss has enjoyed a reputation for high-quality ship construction and outstanding engineering. Its continuing focus on technical expertise, engineering excellence, innovative technologies and the latest manufacturing techniques ensure that this traditional shipyard enjoys a significant position in the world superyacht market.

Blohm+Voss launched its first luxury superyacht in 1931, and now specialises in yachts of 80m-plus. Every design is a one-off creation, built from scratch, so no two Blohm+Voss yachts will ever be the same. Engineered for a lifetime of enjoyment, these powerful, elegant vessels have an unparalleled build quality that allows owners to take off and explore the furthest corners of the globe.

Crafted and custom-designed to fulfill the



the most luxurious offerings in terms of comfort, style and furnishings. Using naval architects to come up with innovative solutions, the shipbuilder continually pushes the boundaries of technology, and the sophisticated vessels it creates represent a true integration of world-class engineering, customised solutions and holistic design.

Since foundation in 1877, Blohm+Voss has gained a wealth of experience and technological expertise, produced some of the industry's most recognisable luxury yachts and become renowned as a leader in innovative marine technologies. It has also developed an impressive, state-of-the-art construction facility, where the company builds commercial and naval ships alongside its sophisticated superyachts.

Blohm+Voss also offers a full repair, refit and modification service, with every yacht backed by world-leading construction expertise, maintenance and servicing throughout its lifetime – and that includes a 24/7 worldwide flying squad of specialists for any emergency.

Demonstrating an owner-first philosophy, Blohm+Voss constantly strives to set new standards in design, engineering and performance



client's vision, each Blohm+Voss yacht is fully bespoke. From the finely sculpted lines of the beautiful exterior to the harmonious, private interior, each yacht is tailored to suit its owner's lifestyle, needs and desires, assisted by input from the world's leading designers.

Blohm+Voss aims to produce viable and versatile custom superyachts with unlimited communications technologies, longer ranges, greater efficiency and

## Blohm+Voss

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# Burger Boat Company

HEADQUARTERS  
Manitowoc, Wisconsin, USA

FOUNDED  
1863

WEBSITE  
burgerboat.com



## BURGER

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Burger Boat Company, located in Manitowoc, Wisconsin USA, designs and builds yachts for those who demand only the finest for their family. Each new yacht is built in the US by American craftspeople and is individualised to reflect her owner's personal lifestyle and cruising requirements.

Northeast Wisconsin, home to Burger's skilled shipbuilders, is a region that embraces hard work, innovation and new technologies. Each Burger craftsman takes great pride in the fact that they are involved in the creation of exquisite bespoke yachts that reflect the personal style of each client.

Starting with a client's personal vision of their ideal yacht, the Burger team works to understand this vision and interpret it in a design meeting the client's specific desires. Once the design that incorporates the latest features and technologies has been created, construction begins. The construction process involves all of the necessary shipbuilding trades needed to create each individualised yacht. During the construction process, Burger's professional Project Management team works with each client to ensure a fun and exciting experience for all.

Located adjacent to Lake Michigan, Burger's modern full-service facility encompasses several enclosed building halls, an extended deep-water

seawall, large-capacity Marine Travelift® and ample space for multiple projects, including new yacht construction, refit, maintenance and repair. Burger's shipyard includes a 4,645m<sup>2</sup> joinery facility equipped with the latest joinery equipment for the fabrication of any style interior. The Manitowoc County Airport, located just a few miles from the shipyard, provides easy and convenient access to Burger.

Burger's modern shipyard is a world-renowned showpiece where engineers, designers and craftspeople of all trades build every yacht with utmost professionalism, paying attention to each and every detail in a work environment that promotes lean principles and quality craftsmanship.

During the course of more than 150 years, Burger's employees have established a tradition of offering an abundance of valuable experience and an exceptional work ethic. The deep-rooted pride, passion, enthusiasm and professionalism shown by the Burger team creates a quick and lasting relationship with clients.

From inception through completion, the unified team of client and shipyard assures that each yacht is an exceptional creation, reflective of her owner's personal lifestyle. This relationship continues far beyond delivery



# CRN

HEADQUARTERS

Ancona, Italy

FOUNDED

1963

WEBSITE

crn-yacht.com



With over 50 years of history and much more to come in the future, the path of CRN – Ferretti Group's Italian brand and shipyard specialising in custom yachtbuilding from 45m to 100m – is characterised by amazing intuitions that have helped write the history of international yachting.



CRN has established itself as an icon of Italian excellence and a maker of unique masterpieces. These represent the true essence of the shipyard's role: taking the wishes of well-informed and demanding clients and giving them a tangible form with no limits.

The company has always been "owner-oriented"; focused on clients and products. CRN is now considered as a synonym of innovative craftsmanship. Like a genuine atelier, where customers come to get a bespoke suit, CRN builds

tailor-made yachts with the approach of a master tailor. Each customer has their own specific measurements and needs, and no "suit" should ever be the same as another, even if they are made by the same hand. The superyachts built by CRN reflect the vision of their owners, matching their personal taste and style while fulfilling specific needs and desires.

CRN has always looked towards the future and, thanks to its intuitions, has always been a pioneer in the search for and implementation of innovative design solutions. Thanks to in-house design and technical teams, the shipbuilder can develop projects from a blank sheet, demonstrating all its excellence and exclusivity in cutting-edge projects and designs able to fit all requests.

Every megayacht built by CRN is the result of a combination of different ideas, know-how and professional skills – all sharing great passion – plus the will to create something truly unique. Partnerships with a range of world-famous architecture and design firms make the most of different sides of the shipyard as well as CRN's ability to set up dialogues with different schools of thought and to grasp the richness of diversity, so demonstrating its flexibility and quality in developing unique and original projects.

The shipyard's internal departments and external consultants lead the prospective owner step-by-step into a world where industrial processes and craftsmanship blend harmoniously and passionately together, with the aim of turning his desires into reality.



Yacht your way

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# Delta Marine

HEADQUARTERS

Seattle, USA

FOUNDED

1967

WEBSITE

deltamarine.com



Located in Seattle, Washington, Delta has a worldwide reputation for producing custom-built luxury yachts of up to 100m in length, as well as for repairing all types of vessel to the highest standards. Driven by ideals that have grown stronger throughout the company's history, Delta Marine places a great emphasis on standard-setting quality. As a world leader in composite construction, Delta pioneered the use of composite superstructures on large steel yachts. It has an in-house design team to offer a complete naval architecture and design service.

Delta Marine aims to make the process of commissioning a yacht a unique experience for the client: the idea is to stimulate the customer's senses, stir their emotions and stretch their imagination. The Delta experience begins with a site tour. Prospective clients are invited to explore the Delta facilities, talk with the engineers and craftsmen, become familiar with the shipbuilder's processes and capabilities, and examine yachts currently under construction.

Once a commitment is made to build a yacht, the journey of defining and realising a shared

vision begins. Clients and their representatives are encouraged to be intimately involved throughout the whole process: selecting the perfect materials and colours; choosing from the extensive veneer collection; and working with engineers to ensure that bridge controls are designed to the captain's individual preferences. The Delta experience is built upon a bond of trust between client and the dedicated professionals who share the excitement and thrill of achieving the dream.

Delta's aim is to ensure that the partnership it forges with every owner results not only in absolute satisfaction, but is also an enjoyable collaboration that lasts from the very first days of the project through many years of satisfied ownership.

As part of that commitment to long-term customer satisfaction, Delta Marine has a dedicated refit and repair division that understands the complex considerations and multiple disciplines required by a sophisticated modern superyacht. This division combines comprehensive capabilities and facilities with engineering expertise to provide innovative and relevant solutions to any repair or refit issues.



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# Feadship

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Haarlem, Netherlands

FOUNDED  
1849

WEBSITE  
feadship.nl



The yacht industry features a number of great yards that build phenomenal and luxurious motor yachts and sailing yachts. In the superyacht sector, the first port of call for people who accept nothing but the best is Feadship.

Headquartered in the Netherlands, Feadship partners with owners across every continent. They



often describe building a Feadship as one of the most thrilling – and fun – experiences of their life. As the saying goes: “There are yachts, and there are Feadships.”

There are several key reasons why Feadship has achieved this iconic status. Firstly, it builds

purely custom superyachts. What does this mean? In a nutshell, every yacht the yard builds is totally unique. Clients arrive with a vision, and Feadship starts with a blank sheet of paper to translate that vision into bespoke reality.

No two Feadships are the same. Each one reflects the style of its owner, how they like to relax and/or party, their ideas of the ultimate travel experience, the places they would like to discover and so much more. Feadship combines all these parameters into one package and adapts the design process to every individual client. It's what the shipbuilder calls ‘pure custom’, and it involves embarking on an unforgettable voyage through the entire process.

Another key factor in the Feadship success story has been the experience gained from a pedigree dating back to the 1800s. ‘Feadship’ is short for the First Export Association of Dutch Shipbuilders, and was established in 1949 when the founding family shipyards came together to pitch their high-quality yachts to the American market.

Clients building a yacht for the first time can rest assured that Feadship will draw on the many hundreds of times it has guided people in making a lifelong ambition come true. There is an inherent quality to every Feadship that you can only feel when you step aboard. This is the result of a relentless pursuit of perfection in every aspect of design, construction and engineering. Feadships are the product of perfect craftsmanship passed down the generations, and are renowned for holding their value.

When you bring it all together, that is what makes up the Feadship Experience – an investment in your pleasure that will live with you forever

**FEADSHIP**  
ROYAL DUTCH SHIPYARDS

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# Fincantieri Yachts

HEADQUARTERS  
La Spezia, Italy

FOUNDED  
2005

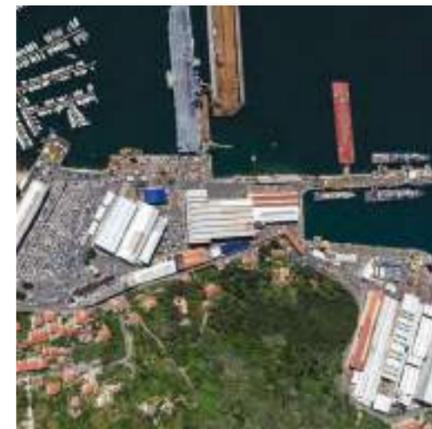
WEBSITE  
fincantieriyachts.com



Fincantieri Yachts is synonymous with high-end pleasure yachting, combining luxury and style with advanced technology. It specialises in high-quality superyachts over 70m in length, and there is no limit to the size or volume of yachts it can produce.

When choosing a shipyard to build a yacht, clients have to consider two important factors: first, the quality of the yachts built by each yard; and second, the yard's ability to turn the owner's wishes into reality. Fincantieri Yachts can translate the most advanced technological solutions into a unique lifestyle experience onboard, while also infusing each yacht with elegance, beauty and the unique flavour of Italian creativity. Over the course of the boat's lifetime, these two factors justify any premium in its purchase price.

The cornerstone of Fincantieri's ability to



produce high-quality superyachts is its background in ship design and construction. The shipyard has built some of the most advanced ships in the world while setting many records, from building the first submarine to reach the Mariana Trench (11,033m deep) in 1960, to creating the *Alliance*, the world's most silent ship, in 1986, and the most silent submarine in 2007. It also produced the *Destriero*, which still holds the Blue Riband, thanks to a 65 knots peak speed and Atlantic crossing at 53 knots average.

Fincantieri transfers its advanced technologies to yachting and adds the special elements that characterise a superyacht. The shipyard's highly qualified workforce, meanwhile, combines top managerial and technical skills with expertise ranging from shipbuilding to marketing, from industrial production to luxury, from project management to quality control. The company also has a large, dedicated engineering department, well connected to Fincantieri centres of excellence.

With such a wide range of expertise to draw on, Fincantieri can put together the perfect team for each element of a vessel's design and construction.

As well as being creative and flexible, Fincantieri is attentive to the needs of its clients. While every yacht benefits from the shipbuilder's experience and advanced technology, each Fincantieri yacht is unique – a dedicated interpretation of its owner's dreams.

After delivery, Fincantieri offers high-level servicing and maintenance, with two dedicated yards: one at Muggiano, La Spezia and the other at Arsenale Triestino San Marco in Trieste. Here, specialist personnel offer every service, from routine maintenance to complex upgrades and conversions

**FINCANTIERI**  
YACHTS

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# Heesen Yachts

HEADQUARTERS  
Oss, The Netherlands

FOUNDED  
1978

WEBSITE  
heesenyachts.com



A yacht is a beautiful way to expand your horizons in luxurious comfort. And when that yacht is a Heesen, it can be so much more. Our yachts offer outstanding performance combined with efficient fuel consumption, high-quality construction with cutting-edge technology, advanced engineering with avant-garde design.

Founded by Frans Heesen in 1978 in Oss, Holland, Heesen Yachts was the first Dutch shipyard to employ aluminium to build yacht hulls. Since then, we have become world leader in the design, engineering and construction of high-performance motor yachts, building in steel and aluminium to enormously demanding tolerances. Today, Heesen is recognised as the world leader in aluminium construction, and world-class in steel yachts.

We are not just yacht builders; we make dreams happen. We owe it to our clients to exceed their expectations, so we push our boundaries every day without compromise. This commitment, combined with outstanding aftersales service, ensures that our owners enjoy their yachts to the fullest.

Overcoming challenges drives our spirit of innovation and design. Every single yacht can be

custom-built, and we focus on making your aesthetic or technical challenge work in ways you couldn't have imagined.

We deliver superyachts within the 34m to 75m size range, and beyond. In 35 years we have delivered nearly 170 yachts, and the current fleet includes aluminium, steel, displacement, semi-displacement and the new revolutionary fast-displacement boats.

All of our yachts are engineered by master craftsmen in the nine sheds at our Oss shipyard. Renowned for their innovative engineering and exceptional speed, range, stability and comfort, we build them entirely in-house out of the hardest steel and strongest aluminium. We remain one of the very few shipbuilders to have an in-house department of interior specialists.

We can discuss your project at our shipyard in Holland, at local offices in Russia, China, South East Asia and United Arab Emirates, or anywhere else in the world.

Heesen is financially secure, large enough to cope with complex construction, small enough to care about every project, motivated by innovation and dedicated to continuing the tradition of quality Dutch shipbuilding.



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# Horizon Yacht

HEADQUARTERS  
Taiwan

FOUNDED  
1987

WEBSITE  
horizonyacht.com



Encompassing four ISO 9001-certified manufacturing facilities, 110,000m<sup>2</sup> of land and with 1,000 dedicated employees, the Horizon Group provides a strong foundation for yacht building within a customer-oriented environment where management and employees share a common goal. Horizon is committed to exceeding customer expectations and continuously improving upon the safety, design and construction of its yachts, while also keeping an eye on the future with new product development.

With customer satisfaction, quality, durability, safety and value as the absolute minimum standards, the Horizon Group is dedicated to bringing your yachting dreams to life.

Dedicated to customer satisfaction, Horizon strives to continuously improve upon every aspect of the boat-building process. Horizon also invests in the future, developing new models and series as well as focusing on more environmentally friendly yacht designs and manufacturing processes. As one of the world's top luxury yacht builders, Horizon will continue to evolve and provide luxury yachts that better serve the needs of discerning yachting customers worldwide.



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For over 28 years, Horizon has defined, perfected and consistently exceeded the standards for design and craftsmanship with its range of 52ft to 150ft luxury motor yachts. As one of the largest yacht builders in the world, Horizon focuses on seven specialist series, each unique in style and function and each designed and built to the highest standards to suit every customer's individual yachting lifestyle. Our commitment to quality and excellence in build has assured high retention rates with second, third, and fourth-time Horizon owners.



The Horizon Group employs the most advanced technologies, finest materials and most talented designers in the world. Horizon also builds to the standards of the world's leading classification societies including Det Norske Veritas (DNV), Bureau Veritas (BV), Lloyd's Registry (LR) and American Bureau of Shipping (ABS); builds to Flag Code compliance with MCA LY3, USL (Australia), NK (Japan) and CNS (China); and adopts SOLAS, MARPOL, CORLEG and MLC construction standards.

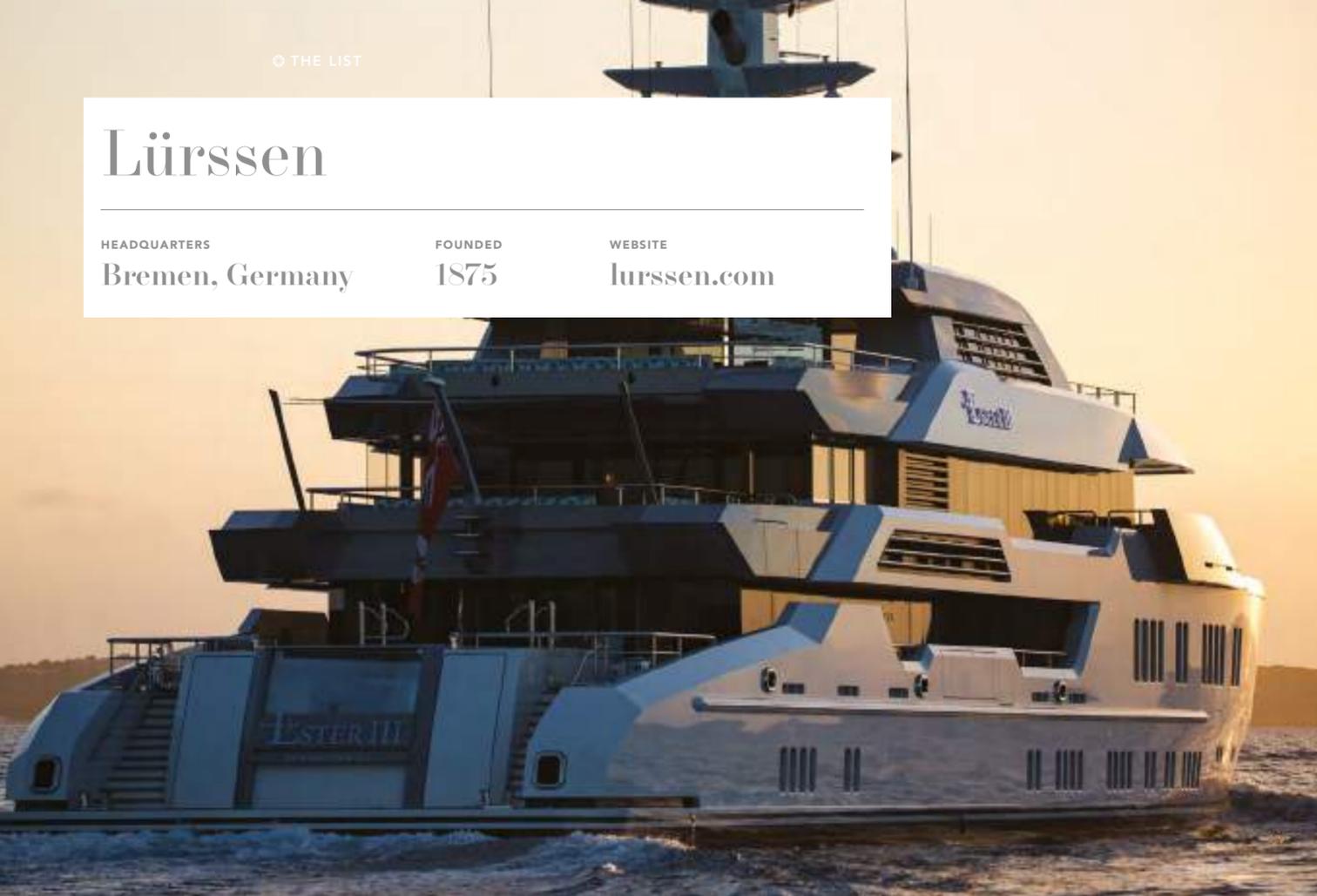


# Lürssen

HEADQUARTERS  
Bremen, Germany

FOUNDED  
1875

WEBSITE  
lurssen.com



For five generations, the Lürssen family has been cultivating the most refined skills and advanced technologies to create truly outstanding vessels. The company's connection to shipbuilding is as deep-rooted and individual as only family bonds can be. When founder Friedrich Lürssen said, "Leading in quality and performance, that should be my company's reputation," he was expressing the values Lürssen continues to uphold to this day. This commitment is one reason why Lürssen is the market leader and so valued by luxury



yacht clients: more than 25 of the world's 100 largest yachts were built by Lürssen, with many more under construction.

Each project begins with the client's thoughts, wishes and dreams and ends with their realisation: a custom-built yacht like no other. You determine the level and depth of consulting and input. You select from proposals developed according to your

ideas by leading international designers.

With its intense focus on excellence in custom-built yachts, Lürssen could be called single-minded. Yet the logical consequence is diversity: to fulfil the widely varying individual wishes and needs of each client, Lürssen operates seven separate shipyards, each specialising in a specific size of yacht – from around 60m to 220m. The advantage of this multifaceted capacity for the client is exceptionally individualised service: whether you wish to realise the yacht of your dreams or are looking for a partner to meet your refit or maintenance needs, Lürssen will allocate your project to the ideal shipyard.

Each facility is equipped with the most advanced shipbuilding technology available, and staffed with highly qualified naval architects and specialised engineers as well as technicians and skilled workers. The Lürssen staff is characterised not only by unsurpassed expertise and experience, but also by exceptional loyalty and commitment. In fact, many staff members belong to families that have been employed by the company for generations.

The head office is situated in the northern German city of Bremen, with all seven shipyards also located in the north. Together, these facilities offer 1,125,000m<sup>2</sup> of space for newbuilds, refits, repair and maintenance. That means owners can always count on Lürssen's capacity to care for their beloved vessels – for a lifetime of yachting pleasure, always knowing that their yachts can be passed down to generations to come 🌐

## LÜRSEN

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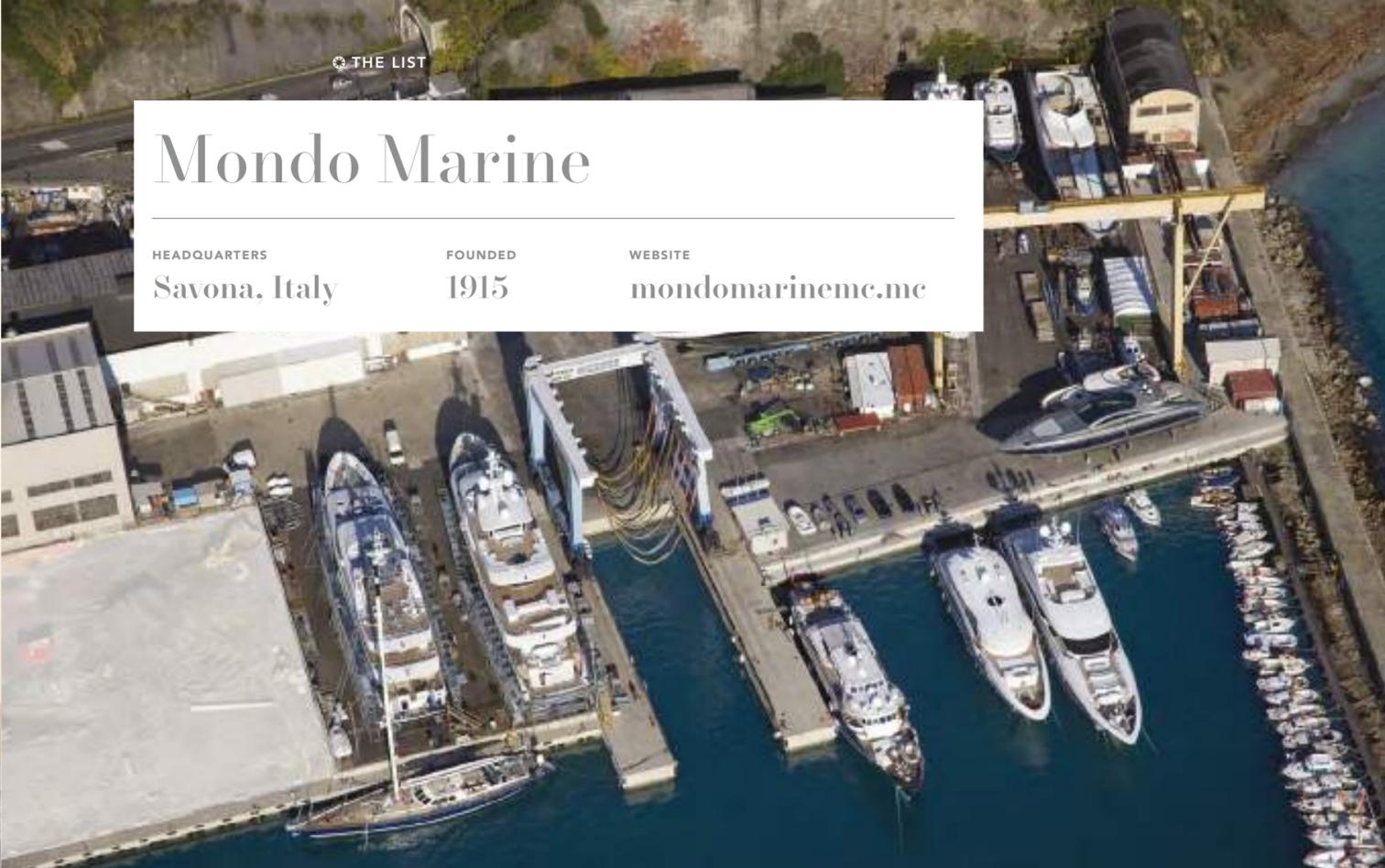


# Mondo Marine

HEADQUARTERS  
Savona, Italy

FOUNDED  
1915

WEBSITE  
mondomarinemc.mc



Mondo Marine prides itself on producing every element of its yachts itself. Design, construction, engineering... everything is carried out at the shipyard's production site at Savona. One hundred per cent Mondo Marine, every detail of every yacht showcases a commitment to outstanding production standards and Italian style.

Exporting worldwide, Mondo Marine is positioned on the sea front at Savona and stretches over 35,000m<sup>2</sup>, with 9,500m<sup>2</sup> being covered. There are wharves stretching more than 100m in length to



accommodate maxi-yachts, plus an 820-ton travel lift (one of the largest in the Mediterranean) and a 300-ton cradle.

The Mondo Marine engineering division carries out installation of the most technologically advanced onboard systems, as well as conducting

naval engineering research into water lines and hydrodynamics. This makes it possible for the shipyard to create extraordinarily powerful yachts that are both fast and silent, making navigation extremely safe and comfortable.

Some 62 yachts have rolled off the slips to date. Among these is the famous *Tribù*, the first yacht to be awarded the Green Star certificate of environmental standards by RINA (this allows the owner to document his respect for the environment through fulfillment of a set of rigorous technical criteria). All work carried out by Mondo Marine is to the extremely high standards set by RINA, ABS and Lloyd's Register. Not only does this guarantee precision and perfect linearity of construction, but it also ensures that every yacht will be delivered on time.

The waterfront immediately adjacent to the Savona shipyard and the yard's fully equipped wharves allow Mondo Marine to work on yachts while they are afloat. A refit and repair division, which has completed numerous projects to international acclaim, carries out all types of maintenance and refitting programmes including structural modifications to the hull, interior design, furniture restyling and instrument tuning. The yard has its own workshop to offer mechanical assistance and engine repair, as well as a carpentry workshop, metal workshop and an area reserved for painting.

Offering the full spectrum of superyacht repair and restructuring services, the refit and repair division rests on the expertise and craftsmanship that are intrinsic to Mondo Marine's new yacht constructions, too 🌐

## MONDOMARINE®

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# Oceanco

HEADQUARTERS

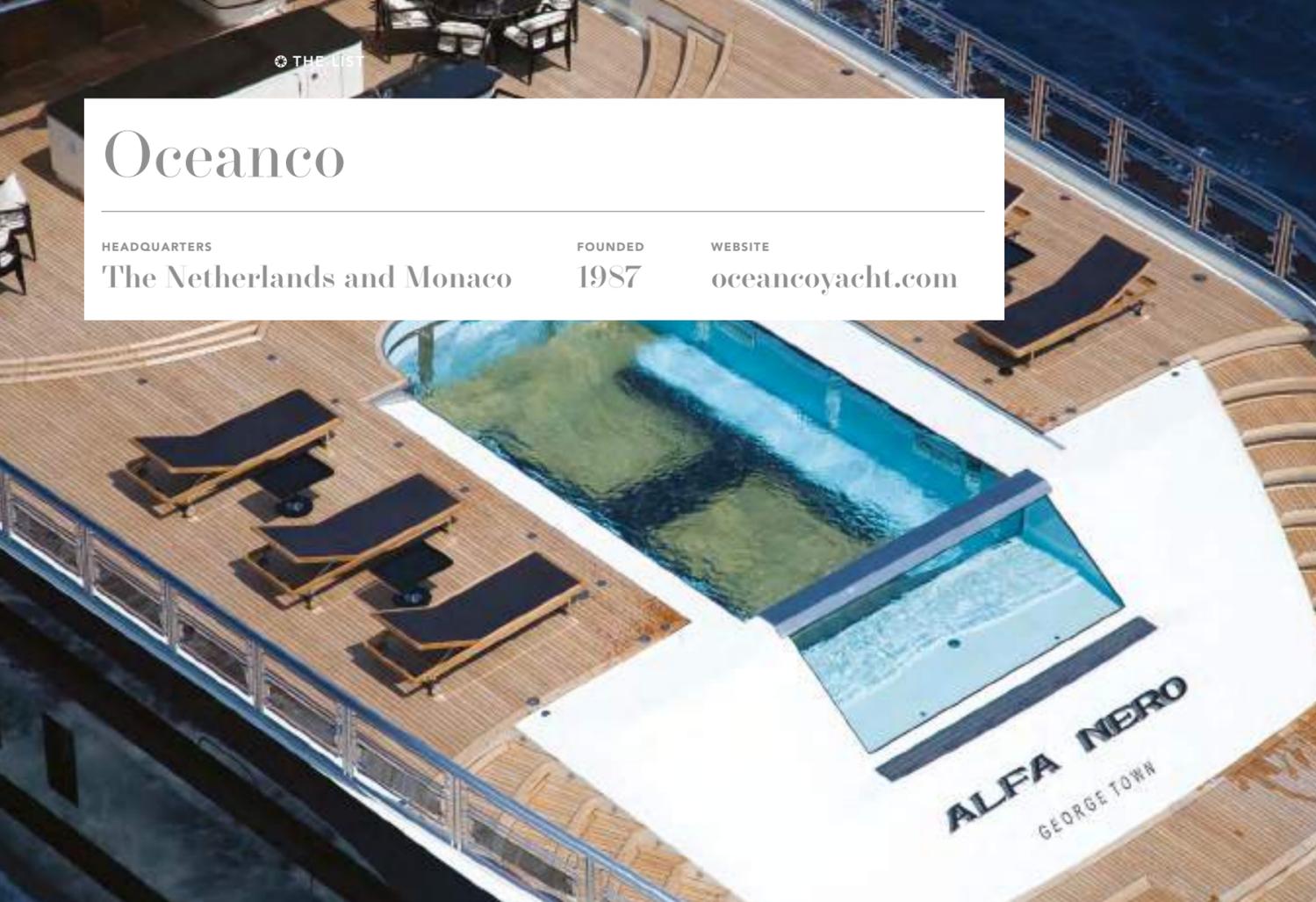
The Netherlands and Monaco

FOUNDED

1987

WEBSITE

oceancoyacht.com



# Perini Navi Group Yachts

HEADQUARTERS

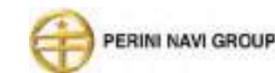
Viareggio, Italy

FOUNDED

1983

WEBSITE

perinnavi.it



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Oceanco specialises in building sophisticated custom yachts from 80m to 110m in length. Offering a highly personalised service to clients, Oceanco applies innovative design and technology to create one-of-a-kind bespoke yachts that respect the vision of both the owner and the designer.

With one outfit facility and one dry dock in Alblasterdam, near Rotterdam in the Netherlands, and a design, sales, marketing and administrative office in the luxury yachting hub of Monaco, Oceanco is strategically situated to cater to an international clientele. As well as utilising its own in-house design

team, Oceanco works closely with the world's leading designers.

In addition to its existing facilities, and private harbour with 130m quayside, the new high-tech dry dock is 156m long by 52m wide by 32m high, and accommodates yachts up to 140m in length as well as over 1,000 people – from subcontractors to owner's representatives and crew – at any given time. The space is divided into access-restricted zones to assure safety, security, and confidentiality. Oceanco has been building world-class yachts since 1990.

Oceanco's craftsmen are among the finest in the world, and each and every one of them feels a personal responsibility for the quality of the finished yacht.

All Oceanco yachts feature complex state-of-the-art systems that stretch the boundaries of yacht technology. Oceanco sets store by challenges, actively seeking out innovative and unusual award-winning projects where luxury interior craftsmanship is fused with complex exterior engineering. Every detail is meticulously developed and tested so that the framework behind the luxury is unconditionally reliable.

Key to dependability is Oceanco's solid engineering base. Using industry-leading design programmes, its engineers and naval architects create 3D designs, updated in real time. Every member of the technical team can log into the same data, reducing total building time and, in turn, improving the quality of the final product.

## oceAnco

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The Perini Navi Group is a world leader in the design and construction of large sailing yachts. In 2007, it also began to build motor yachts under the brand name Picchiotti, relaunching the historic Picchiotti shipyard that the group acquired in the early 1990s.

The Perini Navi Group encompasses a number of different elements: the Perini Navi shipyard, founded in the 1980s by Fabio Perini, who invented and developed a revolutionary automatic sail control system; the Picchiotti shipyard in La Spezia, where the group constructs motor yachts and carries out repair and refit activities; the Perini Istanbul-Yildiz shipyard in Turkey, where the group's hulls and deck structures are produced; and Perini Navi USA, the commercial structure that offers a brokerage service to assist in the purchase and sale of new and pre-owned yachts and in the management of charter activities.

By founding the service and refit division, with a new organisational structure, Perini Navi Group offers superyachts worldwide a new selection of services, not only for the Perini Navi and Picchiotti fleet, but for all types of classic and modern sailing or motor yachts. Thanks to the experience gained through the years by Perini Navi in building superyachts, customers of the service and refit division can count on a very professional, experienced and dedicated team who will be at owners' and captains' disposal, not only at Perini's three operational shipyards – Viareggio, La Spezia and Istanbul – but, if required, anywhere else in the world.

The skill sets and production capacity acquired by the Perini Navi Group enable it to build yachts in a wide range of sectors, from 38m sailing yachts to large sailing yachts of more than 90m in length, to custom projects such as the 88m *The Maltese Falcon*, racing yachts, a fast cruising line of sailing yachts and motor yachts.

The group's base and central offices are located in Viareggio, Italy. It is here that every Perini Navi sailing yacht project is designed, engineered and developed. Picchiotti motor yachts are built at Cantiere Picchiotti in La Spezia, Italy. This shipyard has three 70m hangars and two 50m piers in a work area of 32,000m<sup>2</sup>.

At the end of the 1980s, Fabio Perini took over an existing shipyard in the Tuzla area of Istanbul, transforming its 42,000m<sup>2</sup> waterfront area into one of the best-equipped shipyards in the Mediterranean: Perini Istanbul-Yildiz. Constructing hulls and superstructures for the group's motor and sailing yachts, the Yildiz shipyard is capable of producing entire special projects. So far, these have included stunning sailing yachts such as *The Maltese Falcon* and the 40m *State of Grace*.

Owners of Perini Navi sailing yachts have the unique opportunity to compete in the Perini Navi Cup. This regatta takes place over four days every couple of years in the beautiful waters of the Mediterranean and offers owners the chance to take part in some intense but highly enjoyable competitive sailing.



# Royal Huisman

HEADQUARTERS **Vollenhove, Holland**      FOUNDED **1884**      WEBSITE **royalhuisman.com**



In an era of mass production, Royal Huisman is a champion of custom engineering and craftsmanship. Its mission is to create exceptional yachts – whether classic or modern, sail or motor – for individuals who have a distinctive vision and uncompromising standards. Established in 1884, the yard was awarded the Royal Warrant in 1984 in recognition of 100 years of quality and excellence.

Royal Huisman builds and refits custom yachts up to 90m (300ft) in length in aluminium, carbon composite or a combination of these materials. The yard's long-standing culture of perfectionism is applied as much to today's cutting-edge technologies as it is to the shipbuilder's more traditional craft skills.

As a result, Royal Huisman yachts are consistently ranked among the world's finest by the expert juries who allocate industry awards. In fact, the records reveal that Royal Huisman yachts have received several times their 'fair share' of awards, based on the number of yachts built by the yard. Even in an industry in which standards are necessarily high, Royal Huisman is seen as 'no ordinary custom shipyard'.

Encompassing 30,000m<sup>2</sup> of purpose-built facilities, the Royal Huisman shipyard itself houses a comprehensive range of equipment, skills and services that all assure exceptional in-house capability, from engineering design through build to launch, sea trials and after-sales service. Situated in the geographical heartland of Holland's renowned maritime sector, the shipyard also dovetails its own capabilities with those of maritime specialists, both at home and worldwide, to create a bespoke resource

– Intelligent Engineering™ – that focuses precisely on the client's individual brief.

The state-of-the-art Royal Huisman facility is continually being developed and upgraded, incorporating advanced design and engineering software programmes that enable rapid communication with client and design teams on



design, engineering and construction processes. Continual investment ensures the yard remains at the forefront of custom yacht building and refitting.

Royal Huisman clients enjoy a warm, personal relationship with people whose overriding ambition is to exceed their highest expectations. Perfectionism, innovation, long-term value and unsurpassed service are among the factors behind some of the world's finest yachts, all contributing to the pleasures of ownership that begin when you become part of the Royal Huisman family. And that last indefinitely



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# SilverYachts

HEADQUARTERS **Fremantle, Australia**      FOUNDED **2003**      WEBSITE **silveryachts.com**



SilverYachts is a builder of high-performance aluminium custom yachts, namely the Silver series of high-performance superyachts: 73.3m MY Silver, 73.3m MY Silver Zwei and 77m MY Smeralda. Current build projects include the new 77m MY SilverFast and 83m MY SilverLoft projects.

Working hand-in-hand with internationally renowned naval architect and designer Espen Øino, SilverYachts offers a complete boat building service, from the first conceptual design sketches to final sign-off and delivery.

The Silver series of vessels are synonymous with style and high-speed performance, uniquely coupled with long-range cruising capability, exceptional fuel efficiency and shallow draft access into otherwise

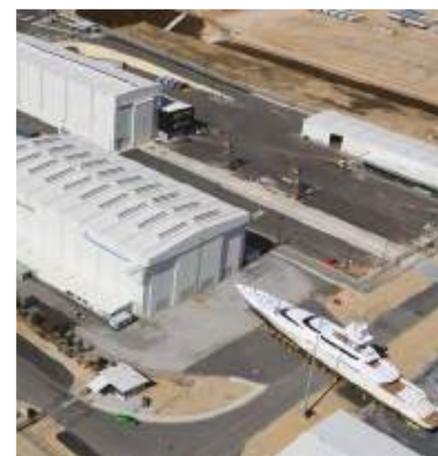
inaccessible shallow water and lagoon destinations. SilverYachts' design, innovation and highest levels of quality have been internationally recognised on many occasions with numerous high-profile industry awards.

SilverYachts' approach to boat building is straightforward. At its heart are traditional values of craftsmanship, proven technologies and the finest quality of equipment and fittings. A team of more than 150 highly-qualified professionals works together on each yacht project, with every step of the design, production and quality control process housed under one roof.

Built in 2005, SilverYachts' state-of-the-art shipyard facilities cover more than 6,000m<sup>2</sup> and are home to two building halls, a fit-out hall, an interiors division, design offices and workshop spaces. The yard benefits from the advanced infrastructure of the Australian Marine Complex (AMC) site, which includes an 8,065-ton lift that can lift yachts of up to 140m in length.

Building only in aluminium, the yard has a specialist team of metal workers on site who are masters of this notoriously tricky material. Since a yacht's paintwork and finish are such important aspects of the build, the team also includes paint and fairing specialists. To create high-quality interiors, the team also includes skilled leatherworkers, cabinetmakers and upholsterers.

The yard prides itself on the quality of its workforce. Australians are known for their love of the sea and of yachting, and the dedication of SilverYachts' passionate team is reflected in every yacht built



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# Turquoise Yachts Inc.

HEADQUARTERS  
Istanbul, Turkey

FOUNDED  
1997

WEBSITE  
turquoiseyachts.com



Turquoise Yachts, formerly known as Proteksan Turquoise, was established in 1997 by two leaders of the Turkish boat building industry – Proteksan Yachts Inc and Turquoise Yacht Construction. The company's major shares changed hands in 2014 and MB Holding became the major partner.

Marrying 20 years of solid world-class yacht-building experience with a rich cultural heritage of artisanal skill and craftsmanship, Turquoise Yachts benefits from the unique advantage of state-of-the-art engineering located in the heart of the Mediterranean. Priding itself on its expert in-house workforce and commitment to sustainable development, it is a shipyard that continually adapts, evolves and pushes the boundaries of superyacht innovation.

From its impressive 25,000m<sup>2</sup> Pendik shipyard facility in Istanbul, with four building halls and a dock length of 110m, Turquoise Yachts has an inspiring portfolio of 40m to 80m superyachts by top designers (in both aluminium and steel construction) with the capabilities of building up to 100m-plus hulls. Direct access to the Sea of Marmara, just minutes from the yard's dock face, often results in a client's initial sea trials becoming their first Mediterranean cruise, while Istanbul itself, the fifth largest city in the world and where Europe meets with the Asian continent, offers beauty and culture in abundance. The shipyard is located just a few minutes drive from the International Sabiha Gokcen Airport, which

connects the city to the major capitals of the world and plays host to private jets.

The second shipyard is located in Kocaeli, across the bay from Pendik. Here the steel and aluminum hull and superstructure work is completed, as well as the installation of machinery and heavy piping of up to 50,000m<sup>2</sup>. The shipyard was established in 2005 and is a 500,000m<sup>2</sup> facility with a 120m dock. Currently building 50m to 75m-plus hulls (of both aluminium and steel) the yard has the facilities to build yachts with an overall length of up to 120m.



Valuing its collaborative relationships with both suppliers and clients, and boasting a first-rate in-house design team, not to mention its wealth of interior fit-out specialists, the yard is also well equipped to undertake refit work of all types

## TURQUOISE YACHTS

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# Vitters

HEADQUARTERS  
Zwartsluis, Netherlands

FOUNDED  
1990

WEBSITE  
vitters.com



Since its foundation in 1990, Vitters Shipyard has become one of the world's leading builders of large custom sailing yachts. Led by managing directors Jan Vitters and Louis Hamming, the creative minds and skilful hands at this Dutch yard have built yachts of superior quality on time, on budget and to each client's individual specification.



Anyone commissioning a superyacht is an individual with a vision to be realised without compromise. Vitters Shipyard promises to keep a keen eye on that vision.

Its highly-qualified engineering and construction teams are experienced in all aspects of yachtbuilding. Utilising innovative construction techniques, Vitters prides itself on an innovative approach combined with trademark Dutch practicality and craftsmanship. The proof lies in the growing fleet of Vitters yachts sailing the oceans.

These yachts have won prestigious industry awards, and have accomplished exactly what they were built for: round-the-world voyages, relaxing cruises with family and friends, and winning performances in international sailing regattas.

Vitters Shipyard concentrates on a small number of quality custom sailing yachts per year. It has a superb in-house build and engineering team but never hesitates to co-operate with external specialists if this will better fulfill the client's dream. Combining passion, creativity, craftsmanship and teamwork, Vitters builds extraordinary yachts that turn heads wherever they are in the world.

Everyone involved in creating Vitters yachts takes great pride in finding innovative solutions and setting new quality standards, transferring the knowledge they gain from one project to the next. In this way, the Vitters fleet is growing – particularly in the field of larger performance yachts, both aluminum and carbon.

Vitters is proud of its family of yachts, each one defined by the yachtbuilder's dual passions: sailing and perfection. These passions ensure every yacht delivered surpasses the client's expectations



## VITTERS SHIPYARD

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VSY

HEADQUARTERS  
Viareggio, Italy

FOUNDED  
2004

WEBSITE  
vsy.it



VSY is an Italian shipyard inspired by the philosophy of a family of Italian entrepreneurs. Its aim is to produce prestigious superyachts over 60m in length that make a distinctive mark in the world market.

In 2004, VSY took the decision to create a dedicated facility. This was designed not to respond to short-term economic interests, but rather to establish a ground-breaking new approach to the whole business of designing and building yachts of the highest calibre.

Today, VSY is a combination of master craftsmanship, Italian flair, top-class ship building and cutting-edge know-how with age-old techniques, while respect for the sea remains a constant.

VSY maintains a professional rapport not only with the client but also with external suppliers, professionals, consortiums and relevant associations – as well as with the esteemed universities of Pisa, Florence and La Spezia. Premium ship design and engineering require the ability to blaze new trails and to share knowledge and opportunities, and VSY relishes any opportunity to share its expertise with the global superyacht community.

Winner of prestigious international awards for yachts such as *Sealyon* (ex-*Candyscape ID*), *RoMa* and *Stella Maris*, VSY has also obtained several prizes for its commitment in tracing new routes for the sector.

At VSY, the best expression of luxury and comfort is achieved while always respecting the marine environment.

This ongoing search for excellence, comfort and best performance goes hand-in-hand with the desire to create luxury craft that are able to face all of today's challenges, while respecting the environment. Accordingly, VSY is in line with LRS, ABS and RINA environmental requirements.

It has also obtained the highest Green Star certification for the re-emission of clean air and water into the environment, the Maltese Cross for the hull and engine room, Charter Class for guaranteed stability in the event of flooded compartments, and Comfort Class for its low noise and vibration.

By embracing innovation, updating vessels under construction in real time, selecting its workforce carefully and training it continually, VSY goes above and beyond what is required of a superyacht builder to deliver the edge in quality that best represents the 'Made in Italy' label.

With a number of new projects in the pipeline (including a family line from 64m to over 100m), VSY represents an outstanding example of construction perfectionism, producing few but exclusive superyachts, custom built, innovative and technologically superlative.



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info@vsy.it



MONDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E



TUESDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E



WEDNESDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E



THURSDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E



FRIDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E



SATURDAY

Assos, Kefalonia, Greece

GPS 37.5622° N 22.4920° E

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Life



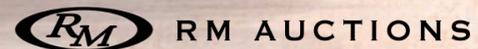
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**ANDREWS**  
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1963 FERRARI 400 SUPERAMERICA COUPE AERODINAMICO; COACHWORK BY PININFARINA  
 1934 PACKARD TWELVE INDIVIDUAL CUSTOM SPORT COUPE; COACHWORK BY LEBARON

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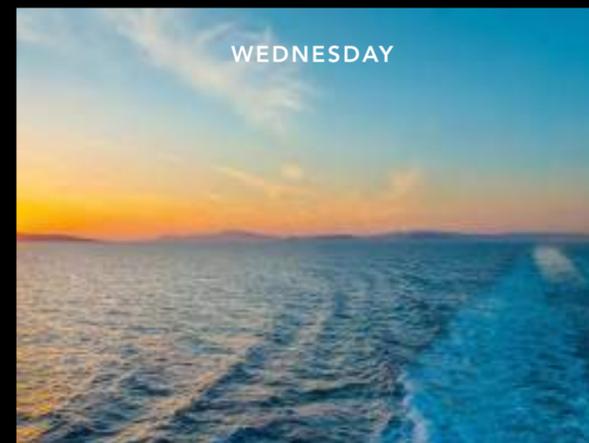
MONDAY

City of Venice, Veneto, Italy  
 GPS 45.4375° N 12.3358° E



TUESDAY

Rovinj, Istrian Peninsula, Croatia  
 GPS 45.0833° N 13.6333° E



WEDNESDAY

Adriatic Sea Crossing  
 GPS 43.0000° N 15.0000° E



THURSDAY

Boka Kotor Bay, Montenegro  
 GPS 42.4333° N 18.6333° E



FRIDAY

Blue Caves, Zakynthos Island, Greece  
 GPS 37.9056° N 20.7058° E



SATURDAY

Faith, Istanbul, Turkey  
 GPS 41.0055° N 28.9774° E

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71°